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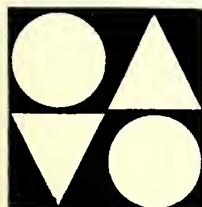
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**Proposed changes  
in Poisons List  
and Rules**

**Contractors  
claim more  
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therapy  
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# CHEMIST & DRUGGIST

111th year of publication Vol. 192 No. 4686

The newswweekly for Pharmacy

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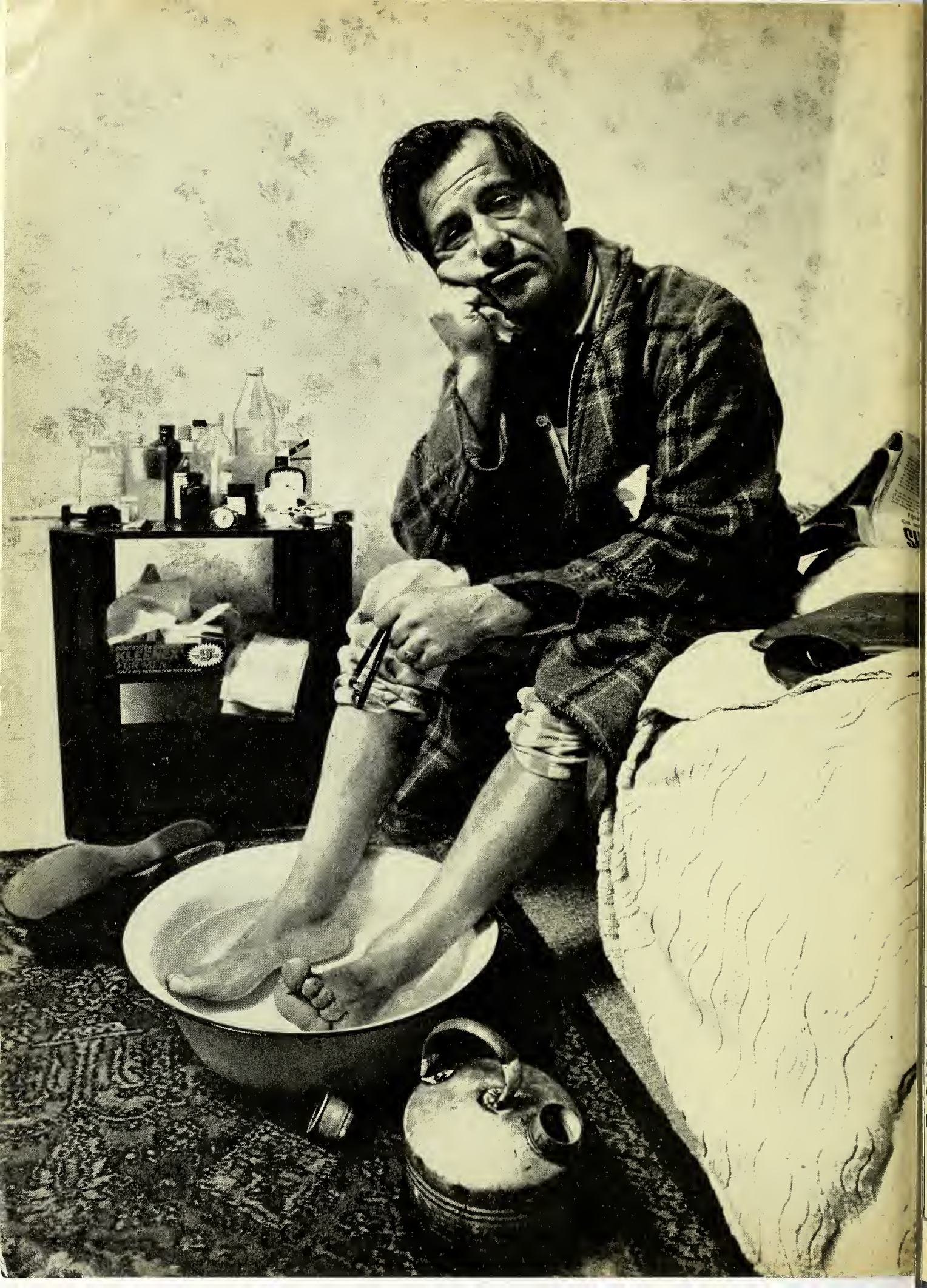
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Contents ©

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Mr J. W. Hadgraft reviews the new  
Addendum to the British Pharma-  
copoeia on page 500







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The Triangle Trust 1949 Fund is an independent charitable trust whose main purpose is to give assistance with education expenses or to relieve hardship or distress for people, and their dependents, working in the pharmaceutical industry in Britain and the British Commonwealth.

The Trustees will consider sympathetically any applications for assistance, beyond the scope of an employer's responsibilities, concerning education or training at recognised centres of study for general or special subjects, including music and the arts.

*For additional information, or to apply for assistance, write to:*

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# Contractors seek to negotiate new NHS deal for 1970

A new remuneration claim has been submitted to the Department of Health by the Central NHS (Chemist Contractors) Committee. Representatives of the Committee and its statistical advisers are to meet officials of the Department soon, and a full meeting of the Central Committee has been called for January 7, 1970, to discuss the outcome.

Early settlement on the claim is necessary because the present agreement — the "package deal" accepted "with reluctance" by Pharmaceutical Committees in November 1968 — runs out on December 31.

The Committee's negotiators will have behind them the "activity sampling" results from the latest dispensing costs inquiry, but the second part of the inquiry — relating to profits — is not expected to be complete before mid-1970. Nevertheless, a full claim is being submitted by the Committee.

Although the present agreement runs until the end of the year, the Department in May allowed an increase of one penny per prescription from April 1 to take account of balance sheet forecasts for 1969. The adjustment also restored the reduction made in 1967 against overpayments to the end of 1966.

In Scotland, the current dispensing costs inquiry covers the year June 1, 1969 to May 31, 1970. Its findings, not expected to be available until the end of 1970, will be used to adjust remuneration, retrospectively if necessary.

## DD authorities request

The Central NHS (Chemist Contractors) Committee is to support a North-east London Pharmaceutical Committee move to have lists of Dangerous Drugs authorities withdrawn circulated to chemist contractors.

The Central Committee is suggesting to the Home Office that Executive Councils could include the lists with their routine postings to pharmacists. [A list of authorities withdrawn is included in the *Chemist and Druggist Year Book* (p 252) and changes are notified in the *C&D's* news columns as they occur.—EDITOR.]

## Probe by Statutory Committee

The Statutory Committee of the Pharmaceutical Society is meeting at 17 Bloomsbury Square, London, WC1, on December 10, at 11.00 am, to consider evidence relating to information received from which it appears that: A member, the superintendent of a company, has carried on the company's pharmacy in such close proximity to a medical group practice, and in such circumstances that there would appear to be a business association between the pharmacy and the doctors, and that thereby he may have committed misconduct as a pharmacist.

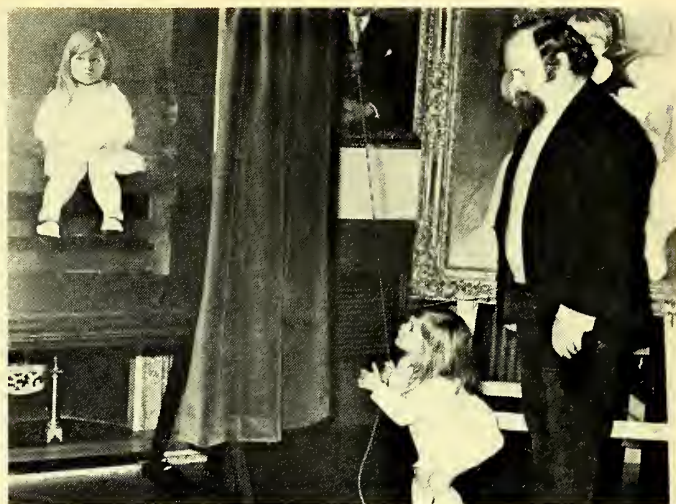
The Committee is also to consider whether in the light of that evidence sanctions should be directed against the body corporate concerned, which is registered as an authorised seller of poisons.

### Evidence

The Committee will further consider evidence relating to the conviction of the body corporate for an offence under the Pharmacy and Poisons Act, 1933.

The Statutory Committee will also meet the next day to reopen an inquiry, previously adjourned, in which it had been shown, to the Committee's satisfaction, that a member had committed misconduct.

The Committee will further consider evidence relating to information received from which it appears that: (1) A body corporate, registered as an authorised seller of poisons, has been convicted for offences under the Pharmacy and Poisons Act, 1933, and the pharmacist superintendent may therefore have failed to carry out his professional duties. (2) A member may have made a sale of Fourth Schedule poisons without a prescription and may have failed to comply with the



"Miss Pears 1969", three-year-old Justine Hornby, from Formby, Lancashire, unveiled her own portrait, painted by pop artist Peter Blake, at the Painter's Hall, EC4, on December 1. Mr Blake, seen here with Justine, said he had made his painting in the tradition of Millais' original "Bubbles" portrait of 1885

requirements of Rule 13 of the Poisons Rules, and thereby may have committed misconduct. (3) A member has been convicted for an offence under the Theft Act, 1968.

## Defence of 'The Pill'

Some statements of the MacGregor and Dunlop Committees would have no standing whatsoever if they were examined rationally, declared Professor A. M. Cook at the annual dinner of the Royal Society of Health Pharmaceutical Group on November 28. Professor Cook was congratulating Dr Peter M. F. Bishop, Master of the Worshipful Society of Apothecaries, and consultant to the Family Planning Association, who had spoken on "family planning."

Dr Bishop had said that there was a need to get the question of oral contraceptives into perspective. The "pill" was 100 per cent effective and the chance of dying as the result of taking oral contraceptives was about the same as from smoking "half a cigarette every other day."

He believed that the Family Planning Association was still not well enough known in spite of its thirty-year campaign. It had only recently become "recognised, acceptable and approved," following the Government's decision to provide the Association with £100,000 for the next five years.

Family planning was a good example of what had happened in pharmaceuticals and therapeutics in the last forty years. Thirty years ago he had begun

an endocrine clinic when supplies of sex hormones were extremely limited. The doses then given were "according to current attitudes" rather large and when stilboestrol "really got under way" many British women were really "soused" in it.

Nevertheless, the doctors were able to progress and provide effective treatment for many complaints. The "pill" was a "biochemical breakthrough" and he felt that oral contraceptives had contributed tremendously to the promotion of health. However, because there were certain side-effects, not usually of great discomfort, and also because of the known risks of thrombo-embolic phenomena, there had been a swing towards excessive caution. He believed it was essential to get the whole problem into perspective and balance the real advantages against the minor disadvantages.

## Discussions at Interphex

"Forward into the 1970's" is the theme of the conference programme being run in conjunction with this year's Interphex exhibition which opens at Olympia next Tuesday.

The first day's conference, starting at 10.45 am, is sponsored by the Association of the British Pharmaceutical Industry and will deal with the industry's requirements for filling and packaging equipment.

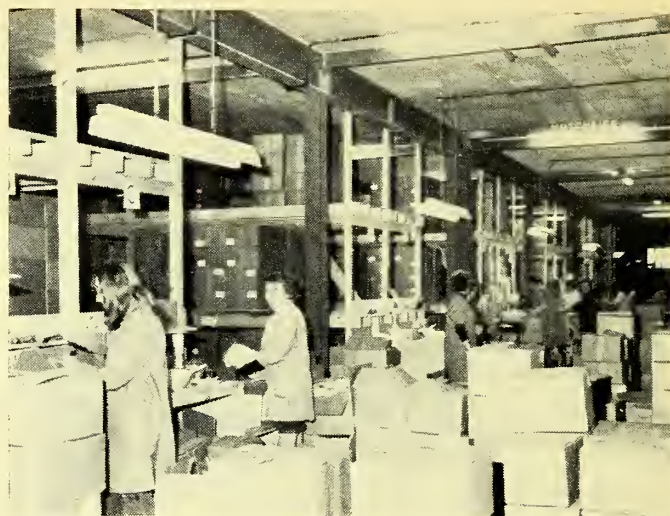
On Thursday (December 11) the Society of Cosmetic Chemists of Great Britain sponsors a session on "Testing of plastics for the cosmetic industry," starting at 10.15 am.



# Requirements of narcotics amended

Changes in the estimated requirements of narcotic drugs in England and Ireland are recorded in the latest report of the International Narcotics Control Board. The details are given in the Third Supplement, Estimated World Requirements of Narcotic Drugs 1969, and are as follow:

	United Kingdom		Ireland	
	Kg	g	Kg	g
Alphaprodine	—	1	—	—
Anileridine	—	174	—	—
Cannabis	35	—	2	500
Cannabis resin	—	50	—	300
Cocaine	460	752	6	100
Codeine	14,028	—	770	800
Conc. of poppy straw	1,000	—	—	—
Dextromoramide	25	—	9	177
Diethyl-thiambutene	11	—	—	130
Dihydrocodeine	1,442	231	3	500
Dihydromorphine	—	100	—	—
Dimethylmorphine	—	500	—	—
Diphenoxylate	155	68	—	100
Dipipanone	96	631	2	—
Ethylmorphine	204	—	1	—
Etorphine	—	390	—	1
Etorphine-3 methyl ether	—	700	—	—
Fentanyl	—	45	—	5
Heroin	75	—	—	250
Hydrocodone	7	—	—	100
Hydromorfinol	8	633	—	—
Hydromorphone	—	229	—	50
Ketobemidone	—	1	—	—
Levomoramide	—	1	—	—
Levorphanol	2	—	—	50
Methadone	78	578	2	910
Methadone-intermediate	130	950	—	—
Morphine	20,787	—	16	880
Normethadone	—	—	2	500
Normorphine	—	1	—	—
Opium	337,899	—	172	550
Oxycodone	15	538	—	500
Oxymorphone	—	595	—	—
Pethidine	1,000	—	119	380
Pethidine-intermediate-A	5,215	485	—	—
Pethidine-intermediate-B	—	100	—	—
Pethidine-intermediate-C	160	117	—	—
Phenazocine	4	—	—	50
Phenoperidine	—	459	—	30
Pholcodine	1,443	745	36	400
Piminodine	—	9	—	—
Piritramide	—	20	—	—
Thebaine	1	958	—	—
Thebaine	331	—	—	25



Warming up to winter: A section of the dispatch area of W. W. Haffenden Ltd, Sandwich, Kent, from where hot water bottles are shipped to all parts of the world. The company reports its largest production and sales year ever, with combined home and export unit sales up by about 20 per cent on last year. There has been a marked increase in demand for high-priced bottles—those retailing at 7s 6d to 16s 6d—in both covered and ribbed models

## Industry's sales promotion costs explained

The pharmaceutical industry in the United Kingdom spends about £13m a year on communicating with doctors and pharmacists through advertising in medical journals and by post, by visits of representatives and so on. This represents about 14 per cent of sales to the National Health Service. In all, about 1,900 separate medical products are being actively promoted at present.

A booklet published by the Association of the British Pharmaceutical Industry on December 2, and sent to all doctors, gives the industry's reasons to justify the advertising expenditure. It points out that about 300 in every million British children died of diphtheria every year in the 1930's be-

cause a new vaccine was not actively publicised to doctors. By contrast, active promotion of the vaccine quickly resulted in elimination of diphtheria in Canada during the same period.

Another example mentioned is paracetamol which "might well still be a laboratory curiosity" but for the promotion by one company.

*Pharmaceutical sales promotion.* Free from ABPI, 162 Regent Street, London W 1.

## 'Pregnancy tests need skill'

Neither the pharmacy nor the surgery of the general practitioner is a suitable place for pregnancy tests to be carried out, claims Dr G. G. Lunay, King Edward Memorial Hospital for Women, Western Australia, in a letter to the *British Medical Journal*.

The writer maintains the procedure should be performed only by experienced personnel in a clinical laboratory where it can be correctly interpreted in the light of the clinical history.

The tests, he says, require skill in performance and interpretation—"It is doubtful if all pharmacists are qualified to report such tests accurately and safely." Dr Lunay lists some medical situations that can lead to false-negative or false-positive results, including false-positives arising from an excessive intake of drugs such as aspirin.

## Query in the Lords on Trade Descriptions Act

A call for more intelligent application of the Trade Descriptions Act was made by Lord Redmayne during a debate on consumer problems in the House of Lords last week.

Questioning whether the Act had always been intelligently applied, he stated: "To quote a concrete case, I doubt whether a branch of a reputable multiple chemist should be taken to court because an assistant inadvertently charged a customer (who was an inspector) the full price for a

product which was marked '9d off retail price.' Admittedly, shopkeepers are responsible for the actions of their employees; but there are limits to the possibilities of supervision of individual mistakes.

"I would say, for example, that if an inspector makes a test purchase he should act in the same way as any other customer. Any other customer making that purchase would obviously say: 'What about the 9d off?' The answer to that would immediately tell the inspector whether, in fact, the

cause of the complaint was an isolated act of carelessness or whether it was a wilful act which justified prosecution.

Referring to errors in dispensing, Lord Redmayne spoke of a recent prosecution based on a shortage of 10 pills in a bottle—"trifling enough as it sounds, although dispensing errors are very important."

He suggested that such a matter was better dealt with by putting the complaint to the local Executive Committee rather than under the Trade Descriptions Act.



# Changes in Poisons List and Rules

The Poisons Board has recommended to the Secretary of State the following changes in the Poisons List and Rules:

**Alkali metal bifluorides; ammonium bifluoride:** Alkali metal bifluorides and ammonium bifluoride to be included in Part II of the Poisons List and in Schedule 2 to the Poisons Rules;

**Antimonial poisons:** Oxides of antimony and sulphides of antimony to be removed from the Poisons List; and Rule 2(1) of the Poisons Rules to be amended accordingly;

**Arsenical poisons:** The exemption in respect of arsenical poisons in Group II of Schedule 3 to the Poisons Rules to be extended to animal feeding stuffs containing not more than 0.01 per cent of arsanilic acid; **Bezitramide; its salts:** Bezitramide and its salts to be included in Part I of the Poisons List and in Schedule 1 to the Poisons Rules;

**Calcium arsenates:** The entries for calcium arsenates in Part II of the Poisons List and in Parts A and B of Schedule 5 to the Poisons Rules to be deleted. (The result will be that calcium arsenates are controlled as Part I and Schedule 1 poisons);

**Carbiphene; its salts:** Carbiphene and its salts to be included in Part I of the Poisons List and Part B of Schedule 4 to the Poisons Rules;

**Dihydrocodeinone O-carboxymethylloxime:** Dihydrocodeinone O-carboxymethylloxime and its salts, its esters and their salts to be included in Part I of the Poisons List and Schedule 1 to the Poisons Rules;

**Dotliepin:** Dotliepin to be included in Part I of the Poisons List and Part B of Schedule 4 to the Rules;

**Drazoxolon; its salts:** Drazoxolon and its salts to be included in Part II of the Poisons List and in Schedules 1, 5A (restriction to preparations for use in agriculture or horticulture), 5B, 7 (paragraph 6), 8 and 16 to the Poisons Rules, and an entry to be made in Group II of Schedule 3 exempting drazoxolon and its salts when in substances other than preparations for use in agriculture or horticulture;

**Isoaminile; its salts:** Isoaminile and its salts to be included in Part B of Schedule 4 to the Poisons Rules;

**Nicotine:** The entry in the

second column in Group II of Schedule 3 to the Poisons Rules against Nicotine to be revised to read "Tobacco; preparations in aerosol dispensers containing not more than 0.2 per cent of nicotine, weight in weight; other liquid preparations with a soap base, containing not more than 7.5 per cent of nicotine, weight in weight";

**Phenols:** The exemptions in Group II of Schedule 3 to the Poisons Rules in respect of phenols to be extended to butylated hydroxytoluene;

**Phenols; cyanides:** The exemptions in Group II of Schedule 3 to the Poisons Rules in respect of phenols to be extended to reagent kits supplied for medical or veterinary purposes, and the exemption in respect of hydrocyanic acid to be extended to such reagent kits containing less than the equivalent of 0.1 per cent, weight in weight, of hydrocyanic acid (HCN);

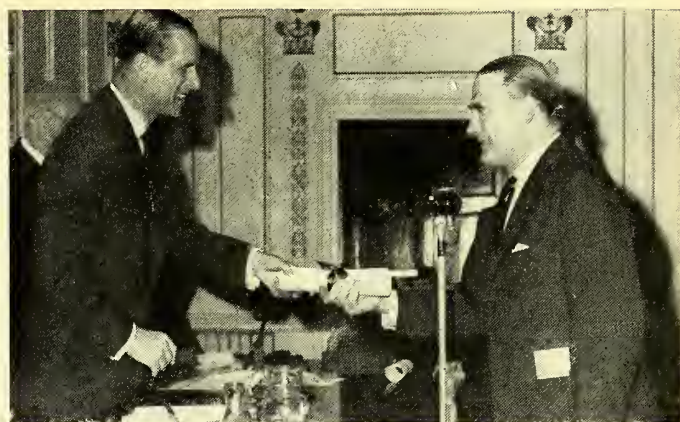
**Potassium hydroxide and sodium hydroxide:** The exemptions in Group II of Schedule 3 to the Poisons Rules in respect of potassium hydroxide and sodium hydroxide to be revised to read respectively: "Substances containing the equivalent of less than 17 per cent of total caustic alkalinity expressed as potassium hydroxide; accumulators; batteries" and "Substances containing the equivalent of less than 12 per cent of total caustic alkalinity expressed as sodium hydroxide";

**Salbutamol; its salts:** Salbutamol and its salts to be included in Part I of the Poisons List and Part B of Schedule 4 to the Poisons Rules;

**Thionazin:** The exemption in respect of thionazin in Group II of Schedule 3 to the Poisons Rules to be extended to granular preparations of thionazin for use in agriculture or horticulture;

**Zinc phosphide:** A rule to be made restricting the sale of zinc phosphide to the types of transaction listed in section 20 of the Act.

The Secretary of State is proposing to act on these recommendations by making appropriate statutory instruments.



The Duke of Edinburgh, presents to Sir Arthur Vere Harvey, chairman of Ilford Ltd, one of the five 1969 Royal Society of Arts Presidential Awards for Design Management recently. Following the presentation of the award at the house of the Royal Society of Arts, Sir Arthur gave a short account of the company's design management policy and its implementation

## Extra fee for two containers

The Department of Health has agreed that an additional fee shall be paid for each container after the first where a prescriber orders an extemporaneous liquid preparation to be supplied in more than one container. The extra fee does not apply to those unit dose form items and aseptically prepared liquids listed in Part IIIA 2(a) and (b) of the Drug Tariff for which higher fees are already paid.

## Drug exports £9.5m in October

United Kingdom exports of medicinal and pharmaceutical products during October were valued at £9.5 million—the second highest monthly total of the year.

With the addition of medicated and non-medicated dressings—as classified by the Board of Trade under division 54 of the Overseas Trade Accounts the total was £10.23 million.

A "breakdown of the division is in the accompanying table which includes also a few pharmaceutical chemical exports from another division and also imports of goods in division 54.

There was little change from previous months in the "top" customers for the British exports but rarely if ever, have there been five countries each taking over £500,000. Heading the list was the Irish Republic (£590,000) followed closely by France (£587,000) and Belgium (£579,000). Japan's purchases were £519,000.

On the imports side the

value was at a record level in October. Of the £2,515,000 imported, the United States was responsible for £400,000 and Western Germany for £385,000.

EXPORTS	£000
Vitamins, bulk	286
products	175
Antibiotics	
penicillin, bulk	142
products	881
other antibiotics, bulk	706
products	1,378
Alkaloids, bulk	335
products	20
Hormones, bulk	60
products	595
Glycosides	30
Organotherapeutic glands, etc.,	
bulk	19
products	13
Sera and vaccines	234
Aspirin, bulk	61
products	85
Antihistamine products	94
Antipaludics products	98
Barbiturates, bulk	15
products	33
Ointments, liniments*	99
Surgical dressings	692
Sulphonamides, bulk	79
tablets	57
other products	32
Other medicines	4,163
IMPORTS	£000
Vitamins	210
Antibiotics	612
Alkaloids	151
Glycosides, glands, sera,	
vaccines	246
Proprietary and veterinary	
medicines	794
All other	503
*Not elsewhere specified	

Overseas Trade Accounts of the United Kingdom, October HM Stationery Office, 30s.

## Factory doctors' new fees

Fees to be paid by factory occupiers to appointed factory doctors for carrying out medical examinations under the Factories Act 1961 and various codes of regulations have been increased by about 8 per cent from December 1.

The fees are specified in The Fees of Appointed Factory Doctors Order 1969.



# COMPANY NEWS

## Laporte profits up in first-half.

Trading profits, before tax, of Laporte Industries (Holdings) Ltd in the half year ended September 28 at £2.95m were up by £274,000 compared with the same period of 1968. Sales rose from £19.98m to £23.58m. After tax the profit is £1.36m (£1.29m) and an unchanged interim dividend of 5 per cent is declared.

The board expects profits for the whole year to show an improvement over the previous financial year and subsequent years' profits should rise substantially as benefits from investment emerge.

The company has decided to transfer most of the chemical production at their Luton plant to Warrington. The Luton site is to be developed as an administration, research and marketing centre for the group. Production and sale will cease of sulphuric acid, medicinal barium sulphate and pure barium carbonate. The following plants, however, will continue in production at Luton:— Sodium chlorite, ammonium and potassium persulphate, bottled hydrogen peroxide.

## Barclay's to expand

The directors of Barclay & Sons Ltd are at present negotiating two possible acquisitions which would be complementary to Barclay's existing activities and would increase opportunities for rationalisation.

Consolidated profits before tax of Barclay for the year ending December 31, including estimated post-acquisition profits of Jaynox Ltd since November 7, will amount to not less than £240,000, state the directors and including a full year's contribution from Jaynox these will amount to not less than £330,000.

## Ashe-Eugene deal

Ashe Chemical Ltd, through its wholly owned subsidiary company Ashe Laboratories Ltd, has agreed to purchase from Eugene Ltd the name of the company and the goodwill and trade marks associated with that part of its business devoted to the production and distribution of chemical products through the hairdresser and chemist trades, and sold under the Eugene name, together with certain selected items. The total consideration will be approximately £160,000.

## In brief

**Stevenson & Howell Ltd**, who became a wholly-owned subsidiary of Associated British Maltsters Ltd last year benefited from the good summer and the develop-

ment of export markets turning in record profits, states the annual report of the parent company.

**Mr J. T. Whannell, MPS** has taken over the pharmacy at Stonehouse, Lanarks.

**Murphy's (Pharmacy) Ltd** have moved to 93 Watney Street, London E1 (from 1 King David Lane).

**Portland House Trading Co (Blackpool) Ltd** are opening a warehouse and showroom for chemists' sundries at 351 Edgware Road, London W2 as from January 1, 1970.

**Bryan A. Weightman, MPS** acquired on December 1 the business at 61 Beaver Road, Ashford, Kent, which he had been managing for the executor of the estate of the late Mr A. P. Hartman.

**David Chemists Ltd** are to reopen at 146 Brent Street, London NW4, on December 13. Representatives will be able to contact the company (which was previously at 130 Brent Street) after December 8.

**Vestric Ltd** announce that Mr J. C. Stewart, MA, is joining the board as deputy managing director on January 19, 1970. Mr Stewart will take particular responsibility for the operations of the company's trading branches.

**Kodak Ltd** have, for the first time, exported over one million Instamatic still cameras during a 12-month period (to October 31). The exported cameras represent over 60 per cent of the total production of still cameras at the company's camera and apparatus manufacturing plant at Stevenage, Herts.

**Imperial Chemical Industries Ltd** increased their sales in the third quarter to £346m (from £314m in the same 1968 quarter). Profit at £40m before tax was up £1m and net profit at £26m (£24m). Lord Amory, a non-executive director is to retire from the board on April 2, 1970, and two executive directors, Colin Bagnall and Dr John Sisson retire on March 31.

## PEOPLE

**Mr James Bloomfield, JP, FPS**, has been made an Honorary Fellow of the new Portsmouth Polytechnic. The award was made at the City's Guildhall on December 1. Mr Bloomfield was president of the Pharmaceutical Society 1965-67 and is chairman of the Society's History of Pharmacy Committee.

**Dr B. S. Hartley**, a member of the Medical Research Council's molecular biology unit at Cambridge, has been awarded the first BDH Award in analytical biochemistry by the Biochemical Society.

The award, consisting of a gold medal and a prize of £200 donated by BDH Chemicals Ltd, is to be made triennially by the Society for outstanding work carried out in a laboratory in the UK or in Eire leading to advances in biochemistry related to the application of a new reagent or method.

Dr Hartley will receive his award at the 500th meeting of the Society at which

he will lecture on "Strategy and tactics in protein chemistry."

**Mr H. H. Laycock, MPS**, lecturer in pharmaceuticals at the University of Bradford, has recently been awarded the degree of master of pharmacy in the University for a thesis, "Antibacterial activity of mixtures of quaternary ammonium compounds," carried out under the direction of Dr B. A. Mulley.

**Mr T. G. Booth, BPharm, FPS**, lecturer in pharmaceuticals at the University of Bradford, has been awarded the degree of doctor of philosophy in the University for a thesis entitled "A Study of



General Practice Pharmacy," carried out under the supervision of Professor J. M. Rowson. The thesis represents an appraisal of the structure and viability of the general practice of pharmacy and contains a critical analysis of statistical data from surveys and official sources. A prognosis of future trends is provided, together with a postulated solution to the present dilemma in retail pharmacy.

**Mr J. K. Crellin, BPharm, MPS**, has been awarded the degree of doctor of philosophy by the department of the history and philosophy of science, University College, London. Mr Crellin's thesis was entitled "The Development of Chemistry in Britain through medicine and pharmacy 1700-1850." After taking the BPharm degree of London University in 1958 and registering as a pharmacist in 1960 Mr Crellin taught pharmacognosy at Leicester School of Pharmacy from 1961-65. In the latter year he was awarded





ded the MSc degree of University College department of the history and philosophy of science and was the Society of Apothecary's Maccabean medallist.

Since January 1966 he has been on the staff of the Wellcome Institute for the History of Medicine and this year published a catalogue of the Society's collection of ceramics. He has been secretary of the British Society for the History of Pharmacy since its foundation.

**Dr Norman J. Harper, MSc, PhD, ARIC, MPS**, has left the academic field for industry having recently been appointed director of new product development on the board of the research and development division of Sterling-Winthrop Group Ltd.

Dr Harper joins Sterling-Winthrop from the University of Aston, Birmingham, where he was professor of pharmacy and head of the department of pharmacy. Prior to that he was head of chemical



services in the research division of Allen and Hanburys Ltd. He has held posts as lecturer in pharmaceutical chemistry at the Royal College of Science and Technology, Glasgow, and senior lecturer and subsequently reader in medicinal chemistry at Chelsea School of Pharmacy.

## Deaths

**Marmery:** On November 17, Mr Richard Henry Arthur Marmery, MPS, Croft Cottage, Rope Walk, Alfriston, Sussex. Mr Marmery qualified in 1930.

**Nisbet:** On November 21, Dr Hugh Bryan Nisbet, PhD, DSc. Dr Nisbet was connected with Heriot-Watt University for more than 49 years as a student and a member of staff. He was professor of chemistry 1946-1950, and it was during those years that the pharmacy department became an independent section (it was previously included in the chemistry department). In 1950 he became principal of the College, and in 1966 the College was granted university status. He retired in 1967.

**Sweeney:** Recently, Mr Francis Joseph Sweeney, MPSNI, Southend Terrace, Dromalane Road, Newry, co Down, aged 51. Mr Sweeney was in business at 12a Hill Street, Newry.

## The Xrayser column

# SPATE OF NEW DRUGS

The report of the professional dinner at Bournemouth on November 19 (p 483) refers to the problems arising from the annual spate of new drugs—a turn of phrase which suggests that the torrent arrives in the form of one single tidal wave, which heaven forbid. The accurate description of the phenomenon is of no matter, though the result is of a kind that Noah would have recognised. Mr Justin Clark, consultant physician, Bournemouth and East Dorset Hospital Management Committee, is reported as saying that, of the 21,000 pharmaceutical products in the market-place, a medical consultant would probably consistently use but 15 to 20—"considerably less than the number used by the general practitioner." (A further trickle, by the same mail as brought my copy of the *Chemist & Druggist*, amended Mr Justin Clark's total to 21,002, with the addition of two identical antibiotic products, under different names, by two rival firms.)

I wondered idly, as I looked round the pharmacy, which of the 21,000 I did not yet have, and considered what the place would look like if I handled only the 15 to 20 of the medical consultant. Nevertheless, the grand total quoted by Mr Justin Clark is a useful figure to file in the recesses of the mind, to be used on the occasion when a customer expresses doubts of the pharmacist's business methods if he is unable to produce, at a moment's notice, another rare bird that has captivated the mind and the ballpoint of the general practitioner.

I have known physicians in general practice whose repertoire seems inexhaustible and whose extensive range of ear drops alone would put to shame the total output of all drugs by the medical consultant referred to. And having ranged over the broad spectrum of ointments of the steroid type, they paint the lily with the most unlikely combinations of variations on an original theme.

## In the market place

It may be that the speaker at Bournemouth could have chosen a happier term than he made use of in referring to the 21,000 pharmaceutical products "in the market place," for the expression was not flattering to the production and sale of the products in question. Yet pharmacists everywhere must have felt that the description was not inapt. How many have stocks of tablets, capsules, mixtures, ointments and creams, all purchased to meet a demand which required at the time fairly substantial purchases, only to find that new products, differing only superficially from one another, have taken their place, for no good therapeutic reason? In many cases there is not even the incentive of a lower price than that which previously obtained. It is a sobering thought that somewhere in the country those 21,000 are being prescribed with varying degrees of frequency or infrequency, and that that colossal number of products must therefore be scattered through the length and breadth of the land.

## Pressurised demand

But what is the remedy? There is none. Advertising, sampling, persuasive personal call—all contribute to the busy physician finding himself writing prescriptions for an ever-widening range of material. But he only writes the prescription. That does not involve him in having to dispense it—to procure the article in the nearest pack; to dispense part of it; to hope that the balance will also be prescribed, and to find that, when it is the quantity left from the previous prescription is insufficient to meet the second. And the balance from the second purchase will eventually take its place beside the pulv. aloes et canella.





## Only a baby gets more out of this than you.

Oh, yes. Babies do very-nicely-thank-you on Trufood Spoonfoods and Junior Foods. And so, let's face it, do chemists.

You-see, we at Trufood are totally dedicated to producing the finest baby foods on the market. We take a lot more care than most. Both of our foods and our retailers. Mothers appreciate—and pay more for this care.

So you get a better profit.

This year we're putting 100% more effort behind our product. Including full colour spaces in specialist mother magazines telling the Trufood quality story.

**As you know, we sell through chemists and only through chemists.** The market is expanding. And Trufood sales are expanding even faster. So there's plenty in it for you.

A lot more mothers will be asking for Trufood this year. And many more babies thriving on it.

You'll thrive on it too. Write to us for details if you're not a stockist already.

Don't let the babies have all the fun.

**Trufood Baby Foods**  
London Road, Guildford, Surrey.



# PROFESSIONAL NEWS

## NI agreement on rationalisation

Representatives of the various groups that deal with the interests of pharmacists in Northern Ireland have agreed that limitation of contracts is needed. With one abstention they have agreed that some form of rationalisation of the pharmaceutical services is desirable.

That news was given to the monthly meeting of the Pharmaceutical Society of Northern Ireland's Council, held in Belfast on November 20, by the president, Mr J. Kerr. Mr Kerr was reporting on a meeting of representatives of the Council, the Ulster Chemists' Association and its Associates Section, the Local Pharmaceutical Committee, the Northern Ireland Branch of the Guild of Public Pharmacists and the Association of Pharmacist Representatives, held in the Society's hall on November 13. It had been proposed to draft another paper at a further meeting of the representatives early in January 1970.

Correspondence from the South African Pharmacy Board was noted regarding the new requirement that applicants for registration as pharmaceutical chemists in South Africa who had qualified outside that country would be required to pass a test in the law relating to pharmaceutical practice there.

The president said that the Ministry of Home Affairs had informed the Council that the apportionment as between the Ministry and the Society of the amount received by way of licence fees for 1970 would be continued as for last year.

### Letter from G. D. Searle & Co

It was reported that a letter had been received from G. D. Searle & Co Ltd, stating that they were unaware the article about Serenace was going to be published in the issue of the *Weekly News* dated October 11 and were not contacted beforehand by the author (see *C&D* Nov 8, p 421). The company regretted the impression left in the public mind that the drug was available over the counter and had written to the Editor of the *Weekly News* pointing out this important omission.

Correspondence from the Ministry of Health and Social Services stated that the Ministry proposed to impose a ban on the use of cyclamates in food and soft drinks similar to that being imposed in Britain.

Mr R. J. Davidson said the Education Committee wished to establish contact with the Society of Pharmaceutical Students who had now appointed their new officers. The Committee wished to meet the students fairly early on in the academic year to explain to them the procedure for registering as a pharmaceutical chemist. Mr G. E. McIlhagger pointed out that graduates sometimes had difficulty in finding a pharmacy in which to undergo practical training. A limited number could be accepted in hospital pharmacies but they had to find positions in retail pharmacies for the

second six months of the one year period. It was agreed to ask the Education Committee to discuss the problem.

The Council approved a draft of the comments to be submitted to the Ministry of Health and Social Services on the Green Paper on the Administrative Structure of the Health and Personal Social Services in Northern Ireland.

Reports from the joint House and Finance Committees and from the Finance Committee were adopted.

The President said that a successful meeting of the North-east Ulster Branch of the Society had been held in Coleraine on November 12, at which discussion had taken place about the provision of a pharmaceutical service from a health centre pharmacy.

### Coleraine health centre

The Coleraine health centre would be opened shortly, but had been planned before pharmacists were approached on the provision of pharmaceutical services from such centres. Advice was given by a panel comprising the president, vice-president (Mr J. Paul), Mr Wellwood and the secretary (Mr W. Gorman), with two other pharmacists, Messrs I. D. McKee and B. A. Murray, both members of consortia negotiating for accommodation for pharmacists in health centres.

Mr Campbell said as chairman of the branch that he was grateful for the panel's help. It appeared that the answers to some important questions on health centres were not known but he understood the Pharmacy Practice Committee had taken the points up with the Ministry of Health and Social Services.

It was agreed to remove from the appropriate registers, with effect from December 15, the names of those members, associates and students who had not paid the retention fee for the current year. The Secretary said some 80 names were involved but many were of retired members.

The secretary was instructed to convey to Mr M. T. McGread the Council's good wishes for his recovery from a recent illness. The application of John Dawson Fullerton, c/o 23 Carolhill Park, Bangor, co. Down, for the restoration of his name to the Register of Pharmaceutical Chemists was granted as was the application of Miss Joyce Helen Young, 19 Grahams Road, Falkirk, Stirlingshire, for registration as a pharmaceutical chemist under the reciprocity agreement with Britain.

A letter from the Northern Ireland Branch of the British Medical Association was read thanking the Council for their letter informing the Branch about the Council's decision regarding the acceptance by pharmacists of specimens for pregnancy diagnosis. A letter from the Ministry of Health and Social Services noting the decision was also read.

Apologies were received from Dr R. G. R. Bacon, Professor O. L. Wade and Messrs R. D. Duke, M. T. McGread, A. N. Morrison and J. D. Pollock.

## Irish pharmacists' second shop

The practice of some pharmacists, who opened a second shop in which scheduled preparations were sold and restricted titles were improperly used, was condemned at the Pharmaceutical Society of Ireland's Council meeting on November 11 (see also *C&D*, November 29, p 482). It was decided to take legal proceedings against a member for breach of the Poisons Regulations arising out of a sale of a scheduled poison to the inspector from a cosmetic that had formerly been a pharmacy. THE REGISTRAR said that the complaint arose out of the purchase by the inspector of a Part II poison. The sale had been effected by an unqualified person and the preparation had been wrapped in a bag bearing restricted titles.

THE PRESIDENT appealed to members to report all contraventions of the law. "It is the absolute duty of pharmacists to report such breaches just as it is the duty of Council to follow them up to their logical conclusion."

Arising out of the Law Committee report it was agreed to write to a pharmacist pointing out that the Council disapproved as unethical the type of advertising of prescription services in the lay Press in which he had engaged.

### Overlapping prescriptions

The inspector reported that he had recommended to pharmacists in a district where over-lapping of prescriptions had occurred that they should inform all local doctors to keep a strict check.

Sympathy was extended to Mr John Hanley, MPSI, Limerick, on the death of his brother-in-law in a road accident.

The name of Mrs Anne Knoblauch (*née* Lacy), LPSI, was restored to the Register.

Miss Johanna P. Waters, LPSI, 28 Lower Gerald Griffin Street, Limerick, was nominated for membership.

The following changes of address were noted: T. A. Buckley, MPSI, to 31 Malahide Road, Dublin 5; D. J. Duane, MPSI, to Moate, co Westmeath; W. P. Gannon, MPSI, to Wayside, Kilcoole, co Wicklow; J. O'Farrell, MPSI, to Madrig, Belgrove Lawn, Chapelizod, co Dublin; J. White, Asst, to 10 Mount Tallant Avenue, Terenure, Dublin 6.

The following were granted preliminary registration: Freda J. M. Fitzsimons; Marguerite M. M. Tynan; Una M. McGuill; Anne Treacy; Cora M. M. Morgan; Margaret M. Walsh; Chivane Duncan; Elizabeth Casey; Anna M. T. McDermott; Mary M. Lillis; Sheila M. M. Gleeson; Mary B. Lenehan; Anne C. Fennell; Mary M. Bourke; Teresa M. Hallihan; Ann J. M. O'Connor; Mrs Ingrid I. Hook (*née* Palm); Ann B. Fahey.

The following were elected to membership: Mrs Mary McCarthy, LPSI; D. Cahill, LPSI; H. P. Hannon, LPSI; M. O'Connor, LPSI; J. C. Ryan, LPSI.

At a meeting of the Benevolent Fund which followed, a number of grants were passed for payment. Tributes were paid to Mr. Martin Murphy who has resigned from the Benevolent Fund Dance Committee. He is being replaced by Mr Owen I. Corrigan, a member of the academic staff of the college.



# First Addendum 1969 to British Pharmacopoeia 1968

Reviewed by J. W. Hadgraft,

Group Chief Pharmacist, Royal Free Hospital, London WC 1

Under the Medicines Act 1968, the responsibility for publishing the British Pharmacopoeia is to be transferred to the Health Ministers and the Medicines Commission established under the Act. This Addendum may, therefore, be the last pharmacopoeial publication to be produced under the aegis of the General Medical Council.

The Addendum follows closely the trends already evident in recent editions of the Pharmacopoeia in that ethical proprietary drugs and preparations constitute nearly all the new monographs. Such is the pace of innovation in medicine, however, that within a little more than a year of publication of the Pharmacopoeia, it is necessary to produce an Addendum containing 56 new monographs and amendments to 65 existing monographs.

## Compounds with a chequered history

This is not to imply that all the new monographs describe recently discovered compounds. A few substances find their way back into the Pharmacopoeia after a chequered history. Lithium carbonate, for example, was included in the British Pharmacopoeia 1914 as a remedy for gout but now finds a place in the Addendum 1969 because of its use in the treatment of manic-depressive states.

Inulin has for many years been used in hospitals as a diagnostic agent for determining the glomerular filtration rate but only now becomes the subject of a monograph in the Pharmacopoeia. Other monographs describe the blood products; albumin and dried human albumin and the vaccines, eltor vaccine and mixed cholera vaccine.

Carbenicillin (Pyopen) is a semi-synthetic penicillin having activity against Gram-negative organisms and used particularly for the treatment of infections due to *Pseudomonas aeruginosa*. Amphotericin is an antibiotic which is suitable for topical or oral treatment of *Candida* infections. It is the constituent of several proprietary products. (Fungizone, Fungilin) but is unsuitable for parenteral administration since it has too high a content of amphotericin A.

Three new topical corticosteroids are now included in the Pharmacopoeia. Beclomethasone propionate is a constituent of Propaderm whilst fluocortolone pivalate is included in Ultralanum. Beclomethasone hexanoate is not yet included in a commercial preparation.

The renewed search for compounds having the properties of female sex hormones is illustrated by the addition of three new progestational substances (chlormadinone acetate, ethynodiol diacetate and megestrol acetate). All these compounds are being used in proprietary oral contraceptives.

Azathioprine is used for immunosuppres-

sion in the management of patients after renal transplantation. It is also beginning to find a use in the treatment of certain auto-immune diseases. Methotrexate is a folic acid antagonist which has an established use in the treatment of malignant disease and, occasionally, for the more refractory forms of psoriasis. Thiotepea is an organo-phosphorus compound which exerts its cytotoxic action as an alkylating agent and is used in the palliative treatment of neoplastic disease.

Two new pharmacopoeial drugs affect the cardiovascular system. Bethanidine sulphate is an adrenergic blocking agent which is used for the treatment of hypertension. It is less likely to give rise to diarrhoea than guanethidine, to which it is related. Clofibrate is used to lower the cholesterol and diglyceride content of the serum and is used in the management of patients after coronary thrombosis.

Drugs affecting the central nervous system are well represented in the Addendum. Haloperidol and fluphenazine hydrochloride are both major tranquillisers but whereas the latter is a phenothiazine derivative the former belongs to an entirely different class of compounds and is derived from butyrophenone. Methaqualone is a non-barbiturate hypnotic which is used either alone (Melsedin) or in combination with diphenhydramine hydrochloride (Mandrax). Diazepam (Valium) belongs to the minor tranquillisers and is commonly used as a sedative.

Three new analgesics are included amongst the new monographs. Phenazocine hydrobromide (Narphen) has a morphine-like action and is scheduled as a Dangerous Drug, whereas dihydrocodeine tartrate (D.F.118) has a lesser tendency to produce drug-dependence. Mefenamic acid (Ponstan) is a derivative of anthranilic acid which has analgesic and anti-inflammatory properties and is used as

an alternative to aspirin and paracetamol. Bupivacaine hydrochloride (Marcaine) is a local anaesthetic having a prolonged duration of action. Ecothiopate iodide (Phospholine) is used in eye drops for the treatment of glaucoma.

Other new drugs of interest include allopurinol, ethacrynic acid and tolnaftate. Allopurinol (Zyloric) is a relatively recent addition to the drugs used for gout. It acts as a xanthine-oxidase inhibitor and prevents the formation of uric acid. Ethacrynic acid is a powerful diuretic which has found a limited use in hospital treatment. Tolnaftate is an antifungal agent used topically and is a constituent of Tinaderm.

**British Pharmacopoeia 1968—Addendum 1969.** Pharmaceutical Press, 17 Bloomsbury Square, London WC 1 8½ x 5½ in. Pp100. 65s.

## Legal report

### Sale without prescription

After buying a jar of cream from Mr Gerald Selby, MPS, Chapel Market, London, N 1, the purchaser identified herself as an inspector of the Pharmaceutical Society and said she was reporting Selby for an illegal sale.

At Clerkenwell magistrates' court on November 18 Mr Selby pleaded guilty to selling betamethasone in Betnovate, contrary to Section 9 of the Therapeutic Substances Act, 1956. The sale had been made without the authority of a prescription.

The Society's solicitor said that Mr Selby had stated that the sale was "a complete mistake." He did not "under normal circumstances" sell restricted items without prescriptions. Defending solicitor said that Selby had been twenty-one years in Chapel Market; never previously had there been any cause for concern.

The magistrate said she took Mr Selby's blameless record into account in imposing a fine of £10 and ordering him to pay £21 costs to the Society.

*A group of eight pharmacists from hospitals in the London area visited the Speke, Liverpool, headquarters of Evans Medical Limited last week. Following an official welcome by the company's deputy managing director, Dr C. H. Smith, the party toured the plant and saw the company's wide range of standard drugs. Included in the party is Mr J. W. Hadgraft, author of the review on this page*





# LETTERS

## EC10 improvement

Would it not be an improvement to the Form EC10, if we included a line or so for frequency of treatment. For example:

Please tick the squares below, the times that the medicine is to be given.

Time in hours o'clock

Morning

5	6	7	8	9	10	11	12 noon
---	---	---	---	---	----	----	---------

Afternoon

13	14	15	16	17	18	19	20
----	----	----	----	----	----	----	----

Quantity for days

**J. A. Myers**

Group chief pharmacist,  
Edinburgh Royal Infirmary

## Voices against 'NP'

I should like to assure Mr C. R. Thewlis, Middlesbrough, that he is not the only one whose voice has been raised against "NP." There is only one reason for "NP," so far as I can see, and that is as a safeguard against inefficiency and laziness of GP's who steadfastly refuse to keep proper records. The placing of "NP" on a script is now a purely reflex action. The letters are often written when other more important items are left out, such as strength of tablets; quantity to be given; directions, etc. In any case the extra work for the pharmacist is not justifiable and when he is busy, an unacceptable burden. Let us have a little more publicity for the overworked pharmacist, and a little less about the overworked doctor.

**S. F. Brown**

Tonbridge, Kent

## Birdsgrove visited

How many chemists fail to make use of the admirable facilities for recuperation provided by our convalescent home, Birdsgrove House, from fear of regimentation? Having spent a happy period there, may I dispel all anxieties and warmly recommend it to anyone, alone or with wife or husband, requiring convalescence in pleasant surroundings?

Under the unobtrusive efficiency of Miss Hurd, ably seconded by Miss Richardson, the atmosphere is so friendly that even the most off-colour member soon brightens and develops his best side. The food is pleasing and ample and the scenery around superb. Should one feel up to it, there are facilities for putting, croquet, snooker, etc. together with the gentler relaxations of books and television. The mansion and grounds are well appointed, it being of added interest to search out an item donated by your local branch or committee.

Admittedly, the names on doors, while commemorating donors, can be mildly confusing; after finding 'Finchley' and 'Severn' as bathrooms, it was embarrass-

sing, when diving into 'Antrim' adjoining, to discover that this was someone's bedroom.

Although without a car, we soon had ready offers of lifts to such nearby beauty spots as Dovedale, with its stepping stones, Milldale, the paradise walk at lovely Ilam and the Weaver Hills with their magnificent panorama. The area abounds in attractive routes including the curving, narrow passes of the magnificent Manifold Valley and Axe Edge. Other visits may be taken to stately homes such as Chatsworth, Haddon Hall and Alton Towers, and attractive towns like Bakewell and its original pudding bakery, and Ashbourne with its outstanding church.

Wives will enjoy going to the weekly markets held around at Derby, Uttoxeter, Leek and Ashbourne where pottery and other bargains are readily available. These towns can be reached by the local bus service. For myself, I gained much quiet pleasure from a stroll along the lane behind Birdsgrove, past the dairy farms and through Okeover private park, with its quietly grazing sheep, to a bridge over the Dove where I leaned on the old stones watching a big grayling holding his own against the swirling stream and occasionally leaping half out of the water to snatch an unwary fly.

Should my descriptions seem overdone, I assure you that this is not so; anyway, when eligible pay a visit and judge for yourself.

**W. H. A. C. Whyte**  
Colchester, Essex

## Mr Raine explains

I refer to your report of a meeting of the South-east Metropolitan Branch of the Pharmaceutical Society (see *C&D*, November 29). This meeting was called to discuss health centres and a most masterly exposition of the Society's case put by Mr Bloomfield is almost completely disregarded in your report. Instead you seize upon an aside in my remarks and build it up to headline proportions. You do not attribute to me the words "If so, why should not doctors (be trained to dispense)" but the reader is given the impression that I said them, and I emphatically deny either saying them or implying them.

May I explain that my remarks about the Society getting hot under the collar about doctor dispensing were inserted merely to emphasise that the pharmacist is not primarily a dispenser. My view is that the emphasis which the Society has placed upon the pharmacist as a dispenser is not conducive to the right public image of the pharmacist. I heartily agree that all dispensing should be "by or under the supervision of a pharmacist" but I deplore some of the ways in which the Society has sought publicity for the pharmacist as a dispenser. It has created a wrong impression of the true function of the pharmacist.

I doubt also whether I said "he knew a little about various aspects such as pharmacology etc." What I said after outlining the kinds of knowledge which the pharmacist possesses about drugs was "Of course he cannot have all this knowledge in his

head, but he knows where to get it when information is requested"—an entirely different impression than your report gives.

**G. Raine**

Harrow, Middlesex

[The Society's case on health centres is well known and has been extensively reported. Mr Bloomfield himself began by saying that the Council's policy had not changed. The news was that Mr Raine gave an unusual viewpoint on doctor dispensing. As president of the Guild—even though he was on this occasion speaking personally—his statements are of special interest.—Editor.]

## Some bottle!

I recently overheard part of a conversation which included the following:

"Yes. He's given her a big bottle of medicine with one of those new litre spoons."

Must be some bottle!

**J. W. Hemingway,**  
Derby

## Poser solution

Our own guess—not put forward with any great confidence—at what the patient wrote on her slip of paper (*C&D*, November 29, p 484) is Gynergen, the name under which Femergen is marketed in certain territories.

## BUSINESS Q & A

*We carry on our business as a private company. I now understand that I must analyse our turnover between classes of business and also indicate the profit on each class for the Companies Act. Is this correct? We never seem to have done this before.*

Section 17 of the Companies Act 1967 requires such details to be shown in the directors' report where the turnover exceeds £50,000. Presumably turnover should be analysed as between say, drugs and dispensing, cosmetics and sundries or any other suitable division. The profit may be difficult to divide, and an approximation should be sufficient.

*I borrowed a considerable sum of money to buy my business and I still have a fair-sized loan outstanding on which interest is payable. I have always charged this against the business. Will it still be allowed against income tax?*

The Chief Secretary to the treasury indicated in the House of Commons that such interest would be allowed. The danger arises where it might be argued that the interest was not an expense of the business. In the case of loans to acquire business this argument is always possible, and it is not difficult to think of circumstances where it would be hard to say that the interest was an expense of the business. In such cases there is no specific provision for such relief and a considerable area of doubt exists.



## OPEN SHOP by E. C. Tenner

# Problems of our own making

I was more than happy to note that there are plans to hold talks between the pharmaceutical and medical professions about points that are provoking disagreement between them. In recent years there has been a considerable rift between the two, and it can do no good to either of the professions or to the public.

Unfortunately, pharmacists can argue that our medical colleagues have been responsible for what I consider to be the three main problems. The move by doctors towards health centres and group practices; their unwillingness to bear their fair share of the effort involved in prescription charges by their refusal to operate a system of distinctive forms for exempt patients; and their refusal to agree that the revolution that has taken place in rural communications in the past half-century must be reflected in a serious reappraisal of the methods of dealing with prescriptions for rural patients.

### Domestic matter for doctors

It would appear that Mr Howells, the Society's president, is of the opinion that the rural problem is the most urgent, and it is certainly easy to work it up into a matter of principle. When attempting to deal with matters of principle, discussions are apt to become heated. Let us hope it will not happen on this occasion, and that the matter will be kept in its true perspective. Whatever our feelings may be regarding health centres and group practices (and they are usually influenced by the effect that a movement of doctors will have on our own particular pharmacy), we must bear in mind that this is a purely domestic matter of another profession.

So long as I can remember there have been a number of large medical practices; that the advantages of the system has been realised by other doctors is no business of ours. The problem we face here is of our own making. Why must we as a profession always bury our heads in the sand until a situation develops over which we have no control?

The problems that pharmacy would have to face regarding health centres, etc, have been apparent for years, but even now it seems that the Committee for the Planned Distribution of Pharmacies is still only talking and is still only concerning itself with the remotest of rural areas. I have a lot of sympathy with the problems of pharmacists in the more distant areas of Scotland, etc, but I have a great deal more for the pharmacist in one of our thickly-populated towns who suddenly finds that his doctors are moving to other premises, and that the only available suitable accommodation has been snapped up by a "leap-frogger." Similarly, I have considerable sympathy for the problems of the public in a rural area

far from any pharmacy, but it only affects a few hundred, who over the years have learned to live with those problems.

How much more severe is the problem when it affects several thousand people in the suburb of a town who suddenly find that their local pharmacy has closed down because of doctor movement? This is the real matter to which the Planned Distribution Committee should be devoting its attention, and whether the problem is solved by limitation of pharmacies or by limitation of contract matters little so long as it is solved, and solved quickly. Time is not on our side in this matter. It is our problem and we must not expect any assistance from the doctors.

Regarding the third problem I mentioned as a major cause of friction—prescription charges—a quite different situation exists. Here we have an intolerable burden placed on us simply because our sister profession refused to make any effort to help us. I will say quite definitely that in forty years' experience, I have met no single factor that has caused as much frustration or time wasting; and any official of the Ministry of Health who imagines that time is easing this burden should visit any pharmacy that handles even an average amount of dispensing. He will prove himself wrong. I would respectfully suggest to Mr Howells that seeking an agreement with the doctors on the use of distinctive forms for exempt patients should be the first item on his agenda, and I am certain that a large majority of my colleagues would agree.

### Help for pricing bureaux

On a recent visit to our local pricing bureau I was made aware of two problems that were causing difficulty. First, it would be of some help if pharmacists, when handling a prescription written in imperial quantities, would actually endorse it with the metric quantity supplied. Apparently in some cases the conversion can be made by one of two different tables, so that a plain endorsement would make certain the correct amount was paid.

Secondly, and probably much more important to contractors, nothing like sufficient care is being taken in sorting the exempt and charged forms. It would appear that many do not realise that the bureaux are no longer allowed to switch forms sorted into the wrong bundle, and that many contractors are consequently losing money. Of course this task would be much easier if the doctors could be persuaded to use distinctive forms for exempt patients, particularly if they are in a distinctive colour.

I do not always agree with my colleague Xrayser, but I do so very strongly with regard to two items he dealt with on November 8. Like him, I have never been happy with any suggestion of an

assistants' examination that contained any reference to dispensing. I see nothing *infra dig* in dispensing prescriptions, and have spent many hours counting tablets. Indeed, when one considers the potency of many modern tablet preparations, it is surely of vital importance that a pharmacist should be intimately concerned with all stages of their handling and final presentation to the patient. To me this so-called training is just another modern gimmick that is getting too much support in high places.

Xrayser also dealt scathingly—though perhaps not scathingly enough—with this modern habit of manufacturers deliberately duplicating our stocks by first producing a tablet and then following up after a few months with a capsule version of the same drug. Despite many attempts on the part of their representatives to convince me, I am unable to believe that there is any justifiable medical ground for this practice.

# SHOPFITTING

### The way to pay

To help with the financial problems involved in modernising an old shop or equipping a new one, William Mason and Son Ltd, 25 Wellington Street, Leeds 1, now offer to clients their "five-star way to pay."

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Hire purchase involves a deposit of 20 per cent and the balance, together with interest charges, repaid over two years. Interest on balances of more than £500 is 6½ per cent per annum, and on balances under £500, 7 per cent per annum. The title of the goods passes to the client on the last instalment.

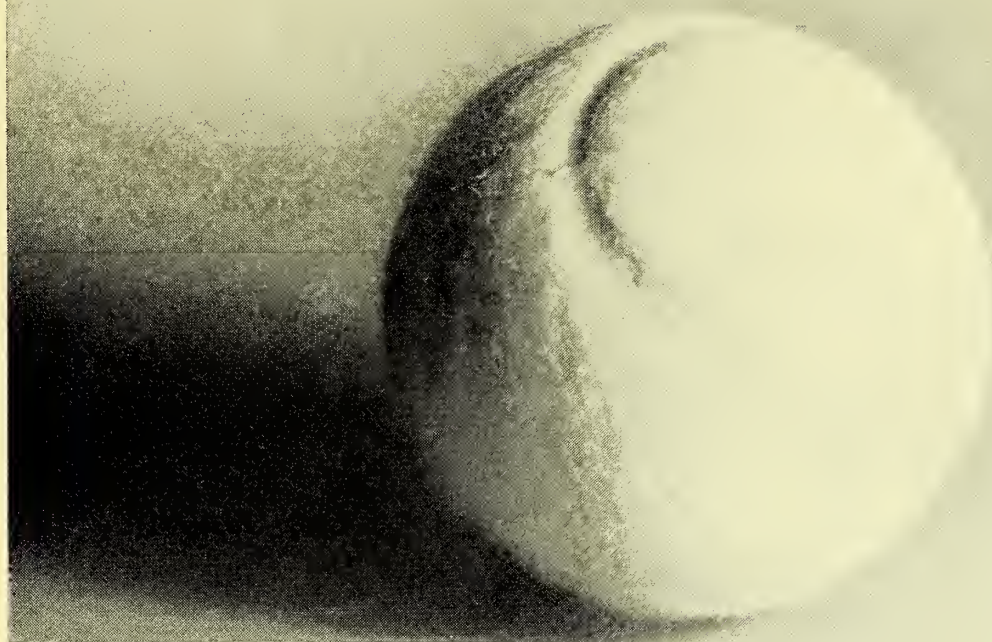
Leasing requires no deposit unless the finance house considers there is an element of risk, when a number of months rent in advance is demanded. A lease can be arranged for a prime period of five years with a second period of a further five years. The general rate of repayment is 12s 6d per week for every £100 of equipment ordered. During the second period only one rental per year is payable at a rate of 1 per cent of the value of the installation. With leasing, the title of the goods cannot pass to the client at any time.

In a credit sale no deposit is required, but the rate of interest charges is rather high. Repayment is over a maximum of two years and the title of the goods passes on first payment.

The bank loan method is specially for clients who wish to own their Nordia equipment. A loan can be arranged for any period up to a maximum of five years, and repayment is at the rate of 12s 6d per £100 per week (based on the five-year loan). Title passes when the first month's payment is made.



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Corrections and additions to  
December Quarterly Price List

# WEEKLY PRICE CHANGES AND NEW PRODUCT ADDITIONS

Trade prices are given per dozen. Bold upright figures (2 9) in the retail column indicate the price is subject to retail price maintenance. Italic figures (2 9) are manufacturer's recommended price. Light upright figures (2 9) are a suggested guide.

A=Price Advanced. R=Price Reduced. ●=New entry. D=Delete. C=Correction. I=Insert.

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
<b>Achromycin (746 Lederle) TS</b>				<b>Bandbox (67 Ashe)</b>				<b>Dalacin C (1263 Upjohn) TS</b>			
ointment 3% 25g 3 0ea	—	—	4 6	brilliantine 2oz	—	—	D	capsules 75mg 16 15 0ea	—	—	I
1oz & 1oz —	—	—	D	shampoo almond oil 1oz & 3oz	—	—	D	100 90 0ea	—	—	
<b>Agricare (969 Pfizer) existing entry</b>				wave set small	—	—	D	500 444 6ea	—	—	
<b>Agricidin (969 Pfizer)</b>				<b>Beedi Bands (1369 RMC)</b>			I	150mg 16 28 0ea	—	—	
Agricidin 1/2 gal 39 7ea	—	—	49 1	hair decoration	—	—	I	100 168 0ea	—	—	
2 1/2 gal 190 9ea	—	—	236 3	medium	—	—	3 11	500 830 0ea	—	—	
Agriclen aerosol 6oz 9 5ea	—	—	12 6	large	—	—	4 6				
Agrimark aerosol 6oz 7 6ea	—	—	10 0	stretch Alice band	—	—	9 11	<b>Delta-Cortelan (518 Glaxo)</b>			D
Agrimin bullets				3-row	—	—	16 11	tablets 1mg	—	—	
cattle 10 72 3ea	—	—	85 0	5-row	—	—	16 11	<b>Detecto (746 Lederle) TS</b>			
sheep 20 59 6ea	—	—	70 0					tablets 300mg 100 43 0ea	—	—	64 6
Dexavin 100ml 56 0ea	—	—	84 0	<b>Bemax (103 Beecham)</b>				<b>Dextrosol (200 B &amp; P)</b>			
Paslam 50ml 7 0ea	—	—	10 6	10oz 35 11	—	—	3 9	tablets double 55 2	—	—	1 11
pig and poultry wormer				20oz 33 2	—	—	6 11				
sachet 48 81 10ea	—	—	106 0					<b>Dibistin (262 CIBA)</b>			
Sevlam 100ml 20 0ea	—	—	30 0	<b>Bethanid (218 Calmic)</b>			I	cream 30g 28 0	—	—	3 6 I
Sevlam P 100ml 34 0ea	—	—	51 0	capsules 100 13 4ea	—	—	20 0	1oz —	—	—	D
<b>Albucid (187 B5) ts4B</b>				<b>Bisks (1530 Fisons)</b>				<b>Draza (96 BC)</b>			
eye drops 10% 10ml 48 0	—	—	6 0	chocolate biscuits 17 3	—	—	3 10	slug killer 32 0	—	—	4 0
20% 10ml 49 0	—	—	6 2	<b>Brontussin (1097 Sandersons)</b>			I	<b>Dr. Best (62 A &amp; C)</b>			
30% 10ml 52 0	—	—	6 6	cough suppressant 3oz 33 0	—	—	4 0	toothbrushes	—	—	5 0
old packs —	—	—	D	6oz 57 0	—	—	7 0	bristle —	—	—	4 3
<b>Aldis (1027 Rank)</b>				<b>Buttercup (430 Eucryl)</b>				fibres —	—	—	6 0
cine cameras				syrup 29 10	—	—	10 11	dental —	—	—	
815 —	—	—	1199 0				40 0				
816 —	—	—	1399 0	<b>Cardinelli (226 CBP)</b>				<b>Elation (385 DG)</b>			
slide projectors				eyelashes	—	—		roulette perfume 56 0	—	—	31 0
Trulite 180 with 10cm lens —	—	—	413 9	sub spiky underlashes 68 0	—	—	37 3	<b>Endevac BT (696 Pfizer)</b>			
2000 semi-auto with 8.5cm lens —	—	—	550 0	<b>Cheroline (1329 White)</b>				vaccine (vet.) 50ml 52 7ea	—	—	61 10
10cm lens —	—	—	600 0	cough linctus 20 0	—	—	7 4	250ml 247 4ea	—	—	291 0
2000 automatic with 10cm lens —	—	—	833 0	<b>Chloresium (67 Ashe)</b>				<b>Endrine (1352 Wyeth)</b>			
2000 auto de luxe with 10cm lens —	—	—	953 0	ointment 1oz —	—	—	D	refill 100ml 54 0	—	—	20 0
Mini with 5cm lens —	—	—	520 11	<b>Chloromycetin (938 PD) TS</b>				3oz —	—	—	D
8.5cm lens —	—	—	499 6	palmitate suspension 100ml 10 6ea	—	—	15 9				
slide projector Q.1.12 —	—	—	199 0	60ml —	—	—	D	<b>Energol (67 Ashe)</b>			
Trulite 300 —	—	—	D	<b>Clinitetrin (518 Glaxo) TS</b>				<b>Estroviv (1310 WW) ts4B</b>			
Q.1.50 —	—	—	D	tablets 100 30 0	—	—	45 0	tablets 135 0	—	—	20 3 I
1000 semi auto —	—	—	D	<b>Clique (67 Ashe) perfume</b>			D	<b>Ethobral (1352 Wyeth)</b>			
<b>Alley (430 Eucryl)</b>				<b>Co-caps (275 Co-C)</b>				tablets 100 7 9ea	—	—	10 4 I
<b>Amplex (67 Ashe)</b>				methylodopa 250mg 100 34 0ea	—	—	—	20 & 250 —	—	—	D
tablets clinical 1000 —	—	—	D	imipramine 25mg ts4B 250 42 0ea	—	—	—				D
<b>Anadin (655 ICC)</b>				<b>Coloplast (1364 HMS)</b>				<b>Ethyl chloride (115 Bengue) existing entry</b>			I
tablets 8 9 S 3 6 1 4				colostomy bags				local 30ml 74 0	—	—	8 3
<b>Ananase (1080 Rorer)</b>				8x5 10 5 4ea	—	—	—	refill 50ml 51 0	—	—	5 8
(distributors 324 Crookes)				8x5 1/2 10 6 6ea	—	—	—	100ml 120 0	—	—	8 10
tablets 500 240 0ea 88 0ea				10x6 1/2 10 9 6ea	—	—	—	refill 100ml 120 0	—	—	13 5
<b>Andrews (976 PS &amp; T)</b>				12x4 10 6 6ea	—	—	—	refill 50ml 97 0	—	—	10 10
liver salt 8oz 39 8 13 3	—	—	5 3	12x5 10 7 6ea	—	—	—	general 50ml 79 0	—	—	8 10
diabetic 8oz 41 8 14 0	—	—	5 7	extra range	—	—	I	refill 100ml 120 0	—	—	13 5
<b>Astral (509 Gibbs)</b>				8x5 10 9 0ea	—	—	—	refill 50ml 97 0	—	—	10 10
cream family hp. 43 5 23 11	—	—	7 0	8x5 1/2 10 10 0ea	—	—	—				
				10x6 1/2 10 13 0ea	—	—	—	<b>Eve Taylor (1214 ETBP)</b>			
<b>Atlas (1233 Thorn)</b>				<b>Coopers (293 FC)</b>			D	body balm —	—	—	17 6
photographic lamps				<b>Coopers (200 B &amp; P)</b>			I	4oz —	—	—	28 0
P1/1 —	—	—	2 6	diabetic products				8oz —	—	—	35 0
P1/2 —	—	—	6 3	dessert fruit tins 8oz 22 4	—	—	2 4	cucumber cleansing lotion 4oz —	—	—	19 6
P1/6 —	—	—	11 9	19oz 48 0	—	—	5 0	8oz —	—	—	32 6
P1/8 —	—	—	64 10	jellies 7oz 29 7	—	—	3 1	skin freshener 8oz —	—	—	19 6
P1/9 —	—	—	49 6	marmalades 7oz 26 5	—	—	2 9	8oz —	—	—	32 6
P1/11 —	—	—	74 9	15oz 45 7	—	—	4 9	facial cleansing brush 4oz —	—	—	9 9
P1/12 —	—	—	58 0	preserves 7oz 29 7	—	—	3 1	facial wash 8oz —	—	—	15 0
P1/13 —	—	—	41 9	15oz 51 2	—	—	5 4	12oz —	—	—	25 0
P1/15 —	—	—	66 0	<b>Crolax (324 Crookes)</b>			D	morning mask 1oz —	—	—	23 0
P2/1 —	—	—	18 3	<b>Curicones (67 Ashe)</b>			D	2oz —	—	—	40 0
P2/4 —	—	—	14 6	<b>Cussons (338 Cussons)</b>				4oz —	—	—	18 6
P2/5 —	—	—	14 6	cold cream soap 2518 10 7	—	—	3 9 1/2	8oz —	—	—	31 0
P2/6 —	—	—	49 6	bath 2400 16 11	—	—	6 0 1/2				
P2/7 —	—	—	82 6	Imperial Leather soap toilet 10 7	—	—	3 9 1/2	<b>Folie (385 DG)</b>			
P2/8 —	—	—	74 9	bath 16 11	—	—	6 0 1/2	roulette perfume 56 0	—	—	31 0
P2/10 —	—	—	81 6	giant 24 5	—	—	8 8 1/2	<b>Gala (876 MP)</b>			
P2/12 —	—	—	82 6	<b>Daisy (430 Eucryl)</b>				Barely There IGB8 54 4	—	—	29 11
<b>Aureomycin (746 Lederle) TS</b>				powders all sizes	—	—	D	Colour Up IGD8 97 7	—	—	53 8
ointment 3% 25g 3 0ea	—	—	4 6	tablets 130 size	—	—	D	eyebrow pencil king IGE8 21 6	—	—	11 10
1oz & 1oz —	—	—	D					size IGD6 97 7	—	—	53 8

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		Trade	Tax	Retail	
Shape Up	IGD7	97 7	53 8	17 6	
Shine Up	IGD9	97 7	53 8	17 6	
talcum shaker	IGD7	35 0	19 3	6 3	
toning lotion	IG48	51 4	28 3	9 0	
cuticle cream	—	—	—	—	D
cuticle remover	—	—	—	—	D
duo shapers	—	—	—	—	D
face makers	—	—	—	—	D
liquid shadow & brush	—	—	—	—	D
maxima cleanser creme	—	—	—	—	D
trio	—	—	—	—	D
nail treatment	—	—	—	—	D
liquid velvet	—	—	—	—	D
velvet finish	—	—	—	—	D
velvet finisher	—	—	—	—	D
velvet highlighter	—	—	—	—	D
velvet shapers	—	—	—	—	D
velvet bloom IGOI	—	—	—	—	D
nail colour gold	—	—	—	—	D
standard	—	—	—	—	D
"Big Gem"	—	—	—	—	D
remover IG26	—	—	—	—	D
natural bloom	—	—	—	—	D
Genasprin (1530 Fisons)	—	—	—	—	D
tablets 500	—	—	—	—	D
Grit-Sticks (67 Ashe)	—	—	—	—	D
Golden Babe (761 Lilia-White)	—	—	—	—	D
disposable nappy liners	—	—	—	—	D
Harlene (409 EH)	—	—	—	—	D
hair conditioner	—	—	—	—	D
Haynon (1089 RPD)†	—	—	—	—	D
Inco (1073 Robinson)	—	—	—	—	D
pads 10	5 8ea	9ea	8 6		
Indal Finnish Sauna (961 EGP)	—	—	—	—	D
bubble bath bottle 5oz	6 6ea	2 5ea	13 0		
Innox (654 Innox)	—	—	—	—	D
clean face with amalene	—	—	—	—	D
Janssen Dr. (67 Ashe)	—	—	—	—	D
tablets normal 16 & 60	—	—	—	—	D
strong 16	—	—	—	—	D
Kenadex (987 PYP)	—	—	—	—	D
Kenadex (978 PYP)	—	—	—	—	D
Kompo (1329 White)	—	—	—	—	D
liquid 4oz	20 0	7 4	3 0		
Lactol (67 Ashe)	—	—	—	—	D
drops small	19 3	4 1	2 5		
biscuits 4lb	—	—	—	—	D
Lamprene (501 Geigy)	—	—	—	—	D
capsules 100	75 0	—	112 6		
Lil-lets (761 Lilia White)	—	—	—	—	D
packs of 40	—	—	—	—	D
Lorel (761 Lilia-White)	—	—	—	—	D
toilet roll double	15 6	—	1 8		
Lorex (761 Lilia-White)	—	—	—	—	D
tissues 100	15 6	2 2	1 11		
150	22 2	3 1	2 9		
for men 100	24 4	3 4	3 0		
Lypsyl (509 Gibbs)	—	—	—	—	D
lip salve	10 3	5 8	1 7		
Marmite (152 Bovril)	—	—	—	—	D
salt free	—	—	—	—	D
Mason Pearson (807 MPB) existing entry	—	—	—	—	D
Mason Pearson (807 MPB)	—	—	—	—	D
ladies hairbrushes	—	—	—	—	D
pocket nylon	9 0ea	3 3ea	16 9		
bristle 16 2ea	5 11ea	30 6			
bristle & nylon 14 7ea	5 4ea	27 3			
handy nylon 13 7ea	5 0ea	25 6			
bristle extra 37 6ea	13 9ea	70 0			
bristle & nylon 20 8ea	7 7ea	38 7			
medium nylon gentle 16 2ea	5 11ea	30 6			
nylon (universal) 17 10ea	6 7ea	33 6			
bristle extra 51 6ea	18 11ea	96 3			
bristle & nylon (junior) 24 10ea	9 1ea	46 6			
large bristle extra 57 4ea	21 0ea	107 0			
bristle & nylon (popular) 32 4ea	11 10ea	60 10			
mens military hairbrushes	—	—	—	—	D
medium nylon 17 10ea	6 7ea	33 6			
(universal) 51 6ea	18 11ea	96 3			
bristle extra 24 10ea	9 1ea	46 6			
bristle & nylon (junior) 57 4ea	21 0ea	107 0			
large bristle extra 32 4ea	11 10ea	60 10			
bristle & nylon (popular) 20 0ea	7 4ea	37 6			
brushcases leather 25 0ea	9 2ea	46 10			
single double	—	—	—	—	D

		Trade	Tax	Retail	
Mel Rose (1069 R & SL)	—	—	—	—	D
skin tablet	10 5	3 10	1 9		
old pack	—	—	—	—	D
Mickies (67 Ashe)	—	—	—	—	D
Mil-Par (976 PS & T)	—	—	—	—	D
4oz	22 7	7 6	3 0		
8oz	39 5	13 0	5 3		
16oz	60 1	19 10	8 0		
Monogram (85 ME)	—	—	—	—	D
Monogram (1501 DA)	—	—	—	—	D
Nicodent (1097 Sandersons)	—	—	—	—	D
liquid 20 0	7 4	3 0			
Ozettes (761 Lilia-White)	—	—	—	—	D
hankies 16	4 1	7 6			
40	10 0	1 5	1 4		
Ozo (761 Lilia-White)	—	—	—	—	D
2-ply toilet roll	21 2	—	2 5		
double	—	—	—	—	D
Pabyrn (930 P & B)	—	—	—	—	D
dexamethasone snuff T5	10	6 4ea	—	—	D
capsules 0.5 mg 20	14 6ea	—	—	—	D
9 10ea	—	—	—	—	D
outfit	—	—	—	—	D
Passiorine (115 Bengue)	500ml	144 0	52 9	—	D
Ponds (256 CPL)	—	—	—	—	D
dusting powder Dream	—	—	—	—	D
flower 58 6	32 2	9 6			
Prepacol (894 Nicholas)	—	—	—	—	D
Prosol (1249 Trufoods)	—	—	—	—	D
3lb size	—	—	—	—	D
Quest (761 Lilia-White)	—	—	—	—	D
toilet roll 5 8	—	7			
Quinalspan (972 Pharmax)	—	—	—	—	D
Quosh (103 Beecham)	—	—	—	—	D
orange and lemon	24 8	5 6	3 6*		
lime 29 11	6 7	4 0*			
* Includes 3d for container	—	—	—	—	D
super Quosh	—	—	—	—	D
Chekwater	—	—	—	—	D
Rabro (1091 Rybar)	—	—	—	—	D
tablets 60	136 0	49 10	21 2		
150	27 0ea	10 0ea	47 6		
40 & 500	—	—	—	—	D
Ribena (103 Beecham)	—	—	—	—	D
blackcurrant drink	—	—	—	—	D
standard	32 3	7 2	4 2*		
family 45 11	10 2	5 9*			
* Includes 3d for container	—	—	—	—	D
pastilles	—	—	—	—	D
Saxin (208 BW)	—	—	—	—	D
solution 24ml	32 0	—	3 6		
tablets 100	14 0	—	1 6		
200	25 0	—	2 9		
500	59 0	—	6 6		
Schick (1115 51)	—	—	—	—	D
electric shavers	—	—	—	—	D
Cordless 220E	203 11ea	72 11ea	344 10		
Custom 209V	84 8ea	30 3ea	143 2		
Lady Schick 107E	87 7ea	31 4ea	148 1		
Super 3-speed 233V	152 11ea	54 8ea	258 7		
Selvigon (11153 5KF)	—	—	—	—	D
tablets	—	—	—	—	D
Serene (1164 SSL)	—	—	—	—	D
beauty cream 50g	73 8	40 6	12 6		
Sherleys (67 Ashe)	—	—	—	—	D
cat collars	48 0	—	—	—	D
total wormers cats or	—	—	—	—	D
dogs 38 0	—	—	4 9		
liver snaps 4lb	—	—	—	—	D
shampoo creme	—	—	—	—	D
Ship (62 A & C)	—	—	—	—	D
combs loose 2521	—	—	1 3		
2522, 2524	—	—	1 6		
2523	—	—	2 0		
combs in case 2504	—	—	2 6		
2505, 2507	—	—	3 0		
2506	—	—	3 6		
2508	—	—	2 9		
2408	—	—	3 6		
Shloer (103 Beecham)	—	—	—	—	D
liquid apples 5oz	20 2	4 6	1 8*		
(2 doz) (2 doz)	31 9	7 0	4 3*		
19½ oz	—	—	—	—	D
* Includes 3d for container	—	—	—	—	D

		Trade	Tax	Retail	
Slug Gard (1400 PBI)	—	—	—	—	D
slug killer	32 0	—	4 0		
Sniff (898 Northern)	—	—	—	—	D
smelling bottle	10 0	3 8	1 6		
Spaneph (1153 5KF) †51	—	—	—	—	D
Spansules 30	136 0	—	17 0		
250	88 6ea	—	132 9		
Sparklets (183 BOC)	—	—	—	—	D
spare parts	—	—	—	—	D
body (Hostmaster)	32 0ea	4 5ea	48 0		
Spic Span (761 Lilia-White)	—	—	—	—	D
kitchen towels	32 9	4 6	4 2		
Sunsilk (509 Gibbs)	—	—	—	—	D
shampoo sachet	6 3	2 4	11		
Sure (509 Gibbs) existing entry	—	—	—	—	D
Sure (509 Gibbs)	—	—	—	—	D
deodorants	—	—	—	—	D
aerosol mist	34 9	19 1	5 6		
aerosol powder	42 2	23 2	6 7		
anti-perspirant aerosol	50 2	27 7	7 11		
roll-on	33 2	18 3	5 3		
spray	27 7	15 2	4 4		
Sweetona (751 LL)	—	—	—	—	D
Syntometrine (1098 Sandoz) †4B	—	—	—	—	D
ampoules 1ml	100	57 6ea	—	—	D
Teasdale's (898 Northern) †	—	—	—	—	D
adult cough linctus	31 0	11 4	4 6		
Terramycin (969 Pfizer)	—	—	—	—	D
animal formulas ‡	—	—	—	—	D
antibiotic feed supplement	—	—	—	—	D
T.M.S. 50lb	90	—	108 0		
75lb	—	—	—	—	D
T.M.10 50lb	150	0ea	—	—	D
T.M.25 50lb	333	0ea	—	—	D
Supplets 30lb	60	0ea	—	72 0	
Throaties (64 ACL)	—	—	—	—	D
pastilles menthol & eucalyptus	5 2	1 10	9		
Tomme Tippee (1412 Jackel)	—	—	—	—	D
feeding aprons	32 0	—	3 11		
feeding bibs	12 0	—	1 6		
meal time bib set (3)	48 0	—	5 11		
Trivax-Ad (208 BW)	—	—	—	—	D
vaccine diphtheria, tetanus & pertussis (adsorbed)	—	—	—	—	D
0.5 ml 3	30 0	—	3 9		
vial 5ml	64 0	—	7 9		
Vagadil Alk (1582 Albion) †DDI	—	—	—	—	D
tablets 20	26 0	10 0	4 1		
dp 100	76 0	—	9 6		
dp 250	15 0ea	—	22 6		
Vapex (695 TK)	—	—	—	—	D
inhalant	22 0	8 1	3 6		
pastilles	17 0	6 3	2 9		
Wellcome (208 BW)	—	—	—	—	D
influenza split virus	—	—	—	—	D
vaccine (inactivated deoxycholate treated bivalent)	—	—	—	—	D
1ml	10 8ea	—	16 0		
10ml	85 4ea	—	128 0		

## AMENDMENTS AND ADDITIONS TO KEY TO SUPPLIERS

542 Griffin=David Griffin, Ltd., Holland Way, Blandford, Dorset. 0258-22678.  
733 Lastonet=Lastonet Products Ltd., Carn Brea, Redruth, Cornwall. 0209-24141.  
1369 RMC=Ravina Marketing Co., Rowan House, 64 Oxford Road, Denham, Uxbridge, Middlesex. Uxbridge 30102.  
1501 DA=Dreamland Appliances Ltd., Arkwright Road, Reading, RG2, OLN. 0734-85201.  
1556 Farillon=Farillon Ltd., Selinas Lane, Dagenham, Essex. 01-592 2596.  
1567 Externe=Externe Co., Ltd., The Willows, Railway Road, Downham Market, Norfolk. 0366-33189.



# THIS WEEK'S CHANGES

Prices are given in the sequence Trader Price per Doz.: Purchase Tax per Doz.: Retail Price. Bold upright figures (2 9) in the retail price column indicate that the price is subject to resale price maintenance; italic figures (2 9) that it is recommended by the manufacturers; and light upright figures (2 9) that it is "notional" as a guide to the retailer in determining his own retail price.

	Trade	Tax	Retail
<b>Altiley (1176 Squibb) ts4B</b>			
tablets 10mg	10 8ea	—	16 0 •
25mg	500 47 0ea	—	70 6
	100 21 4ea	—	32 0
	500 94 0ea	—	141 0
<b>Anodesyn (137 Boots)</b>			
suppositories	12 28 0	—	3 6 R
	72 11 8ea	—	17 6
<b>Arbrex (1400 PBI)</b>			
pruning compound	1pt 3 4ea	—	5 0 A
<b>S.F.I. (837 MSD)</b>			
powder	15g 34 0	12 0	5 3 •
	1oz —	—	D
<b>Sio (1400 PBI)</b>			
baby bio	2oz 1 2ea	—	1 9 A
plant food	16oz 3 0ea	—	4 6
	1qt 6 4ea	—	9 6
	1gal 19 0ea	—	28 6
	5gal —	—	D
compost maker	—	—	D
<b>Voltag (1400 PBI)</b>			
medium	2 4ea	—	3 6 A
small	—	—	D
<b>Zeze (607 Hilston)</b>			
sheep wash	1gal 13 6ea	—	18 0
...	5gal 52 6ea	—	70 0
golden	1gal 18 0ea	—	24 0
	5gal 71 3ea	—	95 0
<b>Procillin (1393 BRL) T5</b>			
capsules 250mg	—	—	D
<b>Ceporex (S18 Glaxo) T5</b>			
capsules 250mg	20 75 0ea	—	112 6 •
500mg	20 147 6ea	—	221 3
<b>oltapaste (1155 S &amp; N)</b>			
zinc and coal tar bandage 3 1/2 x 6yd	37 0	—	4 4 A
<b>ortacream (1155 S &amp; N) T5</b>			
bandage 3 1/2 x 1yd	85 1	—	9 11
3 1/2 x 2yd	103 11	—	12 1
<b>elfoam (607 Hilston)</b>			
cattle soap	10lb 13 0ea	—	19 6 A
1/2cwt	56 8ea	—	85 0
<b>lastocrepe (1155 S &amp; N)</b>			
cotton crepe bandage 2 1/2 x 5yd stretched	3025 30 7	—	3 7
3 x 5yd	3003 36 8	—	4 3
4 x 5yd	3004 47 10	—	5 7
<b>lastoplast (1155 S &amp; N)</b>			
airstrip	7920 16 3	—	1 11 A
	7921 25 5	—	3 0
	7922 36 8	—	4 4
	7970 10 7	—	1 3
wallet	—	—	—
dressing strips	—	—	—
1 1/2 x 1yd	4015 22 7	—	2 8
2 1/2 x 1yd	4025 31 0	—	3 8
3 x 1yd	4003 36 0	—	4 3
first aid dressings	4120 16 3	—	1 11
	4121 25 5	—	3 0
	4122 36 8	—	4 4
	4150 10 7	—	1 3
	8121 25 5	—	3 0
wallet	—	—	—
invisible	—	—	—
ventilated/washable	9120 16 3	—	1 11
	9121 25 5	—	3 0
waterproof	7120 16 3	—	1 11
	7121 25 5	—	3 0
	4165 5 8	—	8
first aid strip	—	—	—
plaster BPC	—	—	—
1in x 1yd	1111 12 11	—	1 6
2in x 1yd	1212 19 4	—	2 3
1in x 3yd	1001 25 9	—	3 0
plastic strapping water prool	—	—	—
1in x 1yd	7011 10 0	—	1 2
1in x 3yd	7001 17 3	—	2 0
2in x 3yd	7002 25 9	—	3 0
<b>astoweb (1155 S &amp; N)</b>			
stretched 3 x 6/7yd	3603 139 8	—	16 4 A
<b>ythroped (2 Abbott) TS</b>			
pro. infans. granules for suspension to make 100ml	7 0ea	—	10 6 •
<b>lure (443 Eylure)</b>			
eyelashes existing entry	—	—	D
eyelashes	—	—	I
spikey, spikey wings	103 6	56 11	17 6
natural daytime, mini	91 2	50 4	17 11
lash	—	—	—
medium close, natural	91 2	50 4	20 0
fur	—	—	—
ready trimmed close, coquette, classic	—	—	—
sweep, almond eye, standard close	103 6	56 11	20 0
ready trimmed sable, sable tone, double	—	—	—
outer fringe, sophisticate	103 6	56 11	23 0
mannequin	115 0	63 3	23 0

	Trade	Tax	Retail
ready trimmed sable style	115 0	63 3	25 7
heavy AAA, sable style	150 0	82 6	25 7
jewelled natural fur, ready trimmed sable style, sable tone, golden sable, silver-line sable	150 0	82 6	28 2
Miss Eylure first flutter, underlash, half measures, ups 'n downs, moonrakers, fluffies, bobby dazblers	68 0	37 5	12 10
brush on make-up set	135 0	74 0	23 6
face maker kit	135 0	74 0	23 6
<b>Guerlain (548 Guerlain)</b>			
eye shadow stick refill	—	—	14 6 A
rouge compact for men	—	—	64 6
<b>Habit Rouge</b>			
after shave travel flask	—	—	42 0
deodorant spray	—	—	40 0
eau de Cologne bottle	—	—	63 0
travel spray	—	—	52 6
dry spray	—	—	52 6 •
travel flacon 3 1/2oz	—	—	39 6
7oz	—	—	63 0
hair spray	—	—	37 10 A
shave cream lather	—	—	14 9
brushless	—	—	14 9
soap toilet (3)	—	—	27 6
bath (3)	—	—	48 6
<b>Happy Feet (1383 MFCC) existing entry</b>			
<b>Happy Feet (1383 MFCC)</b>			
exercise sandals	—	—	D
Betty	19 10ea	—	29 11
Carmen	39 10ea	—	59 11
Nature Girl flat	26 4ea	—	33 9
mid heel	27 8ea	—	35 6
high heel	29 8ea	—	38 0
Savanto flat child's	12 7ea	—	18 11
adult's	13 3ea	—	19 11
raised heel	17 3ea	—	25 11
spare straps	4 7ea	8ea	7 6
Sol Luxury flat child's	15 0ea	—	22 11
raised heel ladies' fashion sandal	20 0ea	—	29 11
Tracy	33 3ea	—	49 11
19 10ea	—	—	29 11
exercise sandalettes	—	—	—
Capri child's, ladies, men's	7-1 15 0ea	—	22 6
2-5 15 6ea	—	—	23 6
6-8 15 6ea	2 1ea	25 6	
9-11 16 6ea	2 2ea	26 11	
Balea ladies	60 0ea	7 10ea	99 11
Candy ladies	49 4ea	6 5ea	79 11
Elfin child's	7-11 23 10ea	—	35 11
12-2 26 7ea	—	—	39 11
Iphyl ladies	37 0ea	4 10ea	59 11
Isi ladies	60 0ea	7 10ea	99 11
Jodelet ladies	34 6ea	4 7ea	55 11
Jolie child's	8-2 18 6ea	—	27 11
ladies	3-5 19 0ea	—	29 11
6-8 19 0ea	2 6ea	29 11	
Ly ladies	43 2ea	5 8ea	69 11
Lutgard ladies	43 2ea	5 8ea	69 11
Lisma ladies	43 2ea	5 8ea	69 11
Melica ladies	34 6ea	4 7ea	55 11
Mista mens	54 8ea	7 2ea	89 11
Senior II mens	49 4ea	6 5ea	79 11
Sol	37 0ea	4 10ea	59 11
Susie ladies	49 4ea	6 5ea	79 11
Vicky ladies	43 2ea	5 8ea	69 11
Scandinavian clogs	—	—	—
Anti-static ladies	49 0ea	—	69 11
mens	50 8ea	—	73 6
Aurora	33 3ea	—	49 11
Brigita	42 0ea	—	63 0
Georgina	42 0ea	—	63 0
Kinder	32 4ea	—	48 6
Kristina II	43 2ea	5 8ea	69 11
Radi ladies	40 6ea	—	59 11
mens	42 0ea	—	63 0
Sven ladies & mens	33 3ea	—	49 11
2-7 36 4ea	—	—	54 6
8-12 37 0ea	4 10ea	59 11	
clolettes Petri ladies	—	—	—
Pointometre shoe measure	24 0ea	—	—
<b>Hexyl-Plus (1400 PBI)</b>			
6oz	2 8ea	—	4 0 A
10oz	4 0ea	—	6 0
<b>Hilston (607 Hilston) veterinary products</b>			
antiseptic balsam	1pt 60 0	22 0	9 4 I
1/2gal	160 0	58 0	24 10
1gal	320 0	106 0	49 7

	Trade	Tax	Retail
<b>Carzine aerosol</b>	72 0	26 0	11 2 A
flake and worm	—	—	—
drench	1pt 72 0	27 0	11 3
1/2gal	192 0	70 0	29 10
1gal	320 0	118 0	49 10
5gal	90 0ea	33 0ea	168 0
foot rot ointment tin	34 0	13 0	5 7 •
jar	54 0	20 0	8 5
<b>Lanark ointment</b>	42 0	15 0	6 6 A
	240 0	88 0	37 4
<b>Lestoil</b>	1/2gal 116 0	—	14 6
<b>louse powder</b>	28 0	—	3 6
<b>Moorland fly dip</b>	1/2gal 63 4ea	—	95 0
	2gal 240 0ea	—	360 0
skin lotion (dog)	28 0	10 3	4 4
<b>sulphadimidine solution 33 1/3% ts4B</b>			
100ml	48 0	—	6 0 I
500ml	16 8ea	—	25 0
2000ml	56 8ea	—	85 0
suspension ts4B 4oz	42 0	—	5 3
10oz	100 0	—	12 6
80oz	53 4ea	—	80 0
tablets 5g ts4B 10	84 0	—	10 6
50	336 0	—	42 0
<b>sulphanilamide powder ts4B</b>			
11lb	126 0	—	14 0
21lb	232 0	—	28 0
67 6ea	—	—	90 0
71lb	28 0	—	3 6 A
<b>wart cream</b>	28 0	—	3 6
<b>paint</b>	—	—	—
<b>Ichthopaste (1155 S &amp; N)</b>			
zinc and ichthammol bandage 3 1/2 x 6yd	37 0	—	4 4 A
<b>Innox (654 Innox)</b>			
Satin Sheen	—	—	10 9 •
<b>Karathane (1400 PBI) spray</b>			
<b>Keflex (413 Lilly) T5</b>			
capsules	20 78 5ea	—	117 7 •
100	372 7ea	—	558 10 •
<b>Lancome (726 Lancome)</b>			
Abulvia tube	—	—	19 6 •
jar	—	—	32 6 •
<b>Lemkem (1335 Wigglesworth)</b>			
hot lemon drink sachets (6)	26 6	9 8	3 11
<b>Lyfe (607 Hilston) (vet.)</b>			
	80 0	30 0	12 6 A
	288 0	105 0	44 9
<b>Lyfe Plus (607 Hilston) ts4B (vet.)</b>			
	108 0	39 0	16 9 A
	120 0ea	44 0ea	224 0
<b>Marmite (152 Bovril)</b>			
8oz	50 0	—	5 0 A
16oz	93 6	—	9 4
<b>Mary Quant (876 MP)</b>			
beach swinger	504 0	277 2	90 0 I
eye liner brush	31 8	11 7	5 0
eye shadow brush	47 6	17 5	7 6
lash adhesive	27 7	15 2	4 11
eye brush	—	—	D
face brush	—	—	D
lipstick titch	—	—	D
<b>Maws (810 Maw)</b>			
Tuffy pants	24 6	—	2 11 C
<b>Medihaier-duo (1061 Riker) ts4B</b>			
400 dose	17 0ea	—	25 6 R
<b>Medisoap (436 Evans)</b>			
basic	16 8	6 1	2 9 A
hexachlorophane	14 2	5 2	2 3
<b>Miners (876 MP)</b>			
eyelashes "Fakes"	—	—	—
3G31	39 2	21 6 1/2	6 9 I
lipstick "Sunlovers"	—	—	—
3186	13 8	7 6	2 4
swivel	3187	22 10	12 7
make-up stick	3G74	27 7	15 2
make-up stick	3J05	—	—
powder shadow frosted	—	—	D
stick shadow frosted	—	—	D
<b>Noxzema (690 Keldon)</b>			
tube	24 7	13 2	4 2
jar	37 10	20 3	6 5
instant shave	51 8	18 6	8 0
liquid skin cream	—	—	—
bottle	37 10	20 3	6 5
<b>N.P.U. (903 NPU) Northern area only</b>			
lip salve	17 6	9 7	1 6 •
<b>Nu-Cot (903 NPU) existing entry</b>			
<b>Nu-Cot (903 NPU)</b>			
small	8 6	—	1 0 D
large	29 8	—	3 6
<b>Nucta (1192 5GD)</b>			
<b>Nu-Look (903 NPU)</b>			
sunlasses	—	—	—
N1 black, dark sherry	21 5ea	3ea	36 0
dark shell	23 10ea	3ea	40 0
N2 black, dark sherry	19 1ea	3ea	32 0
dark shell	20 10ea	3ea	35 0
N3 black, dark sherry, cool white, light shell	19 1ea	3ea	32 0
dark shell	20 10ea	3ea	35 0
N4 black, dark sherry, cool white, crystal, mauve shadow	19 1ea	3ea	32 0
dark shell	20 10ea	3ea	35 0
N5 black, dark sherry, cool white, crystal	19 1ea	3ea	32 0
dark shell	20 10ea	3ea	35 0

	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail
N6 black, dark sherry, cool white, crystal, mauve shadow	19	1ea	3ea	32 0	Phenacal (607 Hilston) (vet.)	12	1S	0ea	—	22	6 A
dark shell	20	10ea	3ea	35 0	Platts (1507 Paton) footpaste large	19	3	6 11	3 0	—	—
N7 clip-ons	14	10ea	3ea	25 0	old pack	—	—	—	—	—	—
N8 metal framed rim- less	20	10ea	3ea	35 0	Prednisone (969 Pfizer) tablets 1mg 500	—	—	—	—	—	—
N9 metal framed with rim	20	3ea	3ea	34 0	Quaalude (1080 Rorer) †s4B (distributors 324 Crookes) tablets 100	20	0ea	—	—	—	—
Nystan (1176 Squibb) TS twin pack	26	6ea	—	39 9 ●	1000	194	0ea	—	—	—	—
Oculovis (607 Hilston) (vet.)	22	0	8 0	3 5	Sleek (1155 S & N) plastic strapping	—	—	—	—	—	—
Old Spice (1131 Shulton) 4101	91	9	32 10	14 6 ●	1in x 2½yd SK12X	14	0	—	1 8	—	—
hairdressing aerosol	4172	63 6	34 1	11 0	1in x 5yd SK15	23	1	—	2 9	—	—
smooth shave 3154	61 6	22 0	—	9 9	2in x 5yd SK25	37	10	—	4 6	—	—
Outdoor Girl (876 MP) eye colour collection	2G74	36 4	20 0	6 6 A	3in x 5yd SK35	50	5	—	6 0	—	—
eyelashes lower lashes	66 10	36 9	11 6	—	Soilicide (1400 PBI) No. 1	1	4ea	—	2 0	—	—
eye shadow brush-on	2G31	24 8	13 7	4 3	No. 2	2	8ea	—	4 0	—	—
eye shadow stick	2J95	14 6	8 0	2 6 I	Soothadent (810 Maw) teething liquid 10cc	28	0	—	3 6	—	—
gold rush 2J95	24 8	13 7	4 3	—	Spot (1400 PBI) weed killer	—	—	—	—	—	—
Magic Touch 2G05	24 8	13 7	4 3	—	Streptolene (607 Hilston) (vet.)	36	0	13 0	5 7	—	—
Starry Eyes 2G33	24 8	13 7	4 3	—	204 0	75	0	31 9	—	—	—
Brush On Finish 2G36	—	—	—	—	Sulphetrone (208 BW) vaginal tablets 100mg	—	—	—	—	—	—
Brush On Glow 2G08	—	—	—	—	10	5	6ea	—	8 3	C	—
face powder 2G01	—	—	—	—	Terramycin (969 Pfizer) TS	100	42	0ea	—	63 0	C
lipstick frosty 2J15, 2J50	—	—	—	—	capsules 100	42	0ea	—	63 0	C	—
liquid shadow 2G46	—	—	—	—	Thera-Blem (690 Keldon) cream 20g	43	7	1S 7	6 9	R	—
mascara curl-on 2J25	—	—	—	—	Toprose (1400 PBI) milidew spray 2oz	2	0ea	—	3 0	I	—
luxury 2J26	—	—	—	—	4oz	3	4ea	—	5 0	—	—
perfume mist 2G71	—	—	—	—	Tryptizol (837 MSD) †s4B tablets 50mg 100	36	0ea	—	54 0	●	—
Perifenil (1310 WVW)	—	—	—	—	Velvas (1400 PBI) lawn sand	ctn	3	0ea	—	4 6	A
Permco (607 Hilston) repellent (vet.)	60 0	22 0	8 6	—	7lb	4	8ea	—	7 0	—	—
	192 0	70 0	27 2	—							

AMENDMENTS TO KEY TO SUPPLIERS  
1505 CD & C=Commercial Drug and Chemical Co.  
Ltd., Photographic Division, Holt House, Flamstead  
End Road, Cheshunt, Herts. Waltham Cross 27287.

### Stop press

Cantil (824 MCP) tablets with phenobarbitone †S154A	50	19	10ea	7	3ea	37	0	C
Correcto (1333WL) tablets	25	25	6	9	4	3	9	C
Imperacin (649 ICI) TS syrup 100ml	6	8ea	10	0	R	—	—	—
Robaxin (1071 Robins) †S4B tablets 500 mg packs of 100 and 500	—	—	—	—	—	—	—	D
Scholl's (Dr.) (1108 SMC) met lift supports pr	80	0	10	0	A	—	—	—
Poroplast bandage 3 in.	63	0	7	6	A	—	—	—
Sports kneecap	S	0ea	7	6	C	—	—	—
anklets	S	0ea	7	6	C	—	—	—

## C. & D. RETAIL AND DISPENSING PRICE LIST Monthly List of Changes

Cost			Retail			Cost			Retail	
d.	per					d.	per			
150	100	Capsules	25	100		594	1000	Capsules	25	100
		Ergot, praep. gr 2½ †s4B	...	...	6 1 21 9	78	100	*Ergotae praep. B.P.C. 150mg (gr. 2½) †s4B	2 4	8 2
						53	250	*Hexamin, B.P.C. '54 300mg (gr. 5)	3 5	11 5
		Tablets				108	500	Hexoestrol 1mg †s4B	1 4	4 5
			25	100		57	250	Isoniazid 50mg TS	1 2	3 0
56	250	*Acetomenaphthon. 5mg	...	...	1 2 3 7	162	500	Isoprenalin. sulphas 10mg †s4B	1 5	4 2
36	100	Acetomenaphthon. 10mg	...	...	1 8 4 9	237	1000	Magnes. carb. co. B.P.C.	1 9	5 7
174	1000	Aminophylline 100mg (gr. 1½)	...	...	1 3 3 5	33	100	Methylthiouracil 50mg	1 5	4 3
96	500	Amylobarbiton. 30mg (gr. ½) †s1s4A	...	...	1 3 3 8	36	100	Methylthiouracil 0.1g	1 9	4 10
168	500	Amylobarbiton 50mg (gr. ½) †s1s4A	...	...	1 10 5 9	120	250	*Phenacetin, B.P.C. 300mg (gr. 5)	1 11	5 3
240	250	Amylobarbiton. sod. B.P.C. 200mg (gr. 3) †s1s4A	...	...	4 1 14 11	252	1000	Phenacetin, et. caffeine, B.P.C.	2 4	7 11
					1 1 2 10	57	1000	Phenobarbiton 15mg (gr. ½) †s1s4A	1 6	4 6
132	1000	Ascorbic acid 25mg	...	...	2 7 8 6	72	1000	Phenobarbiton 30mg (gr. ½) †s1s4A	0 9	1 8
522	1000	Barbitonum sodium 300mg (gr. 5) †s1s4A	...	...	1 1 2 9	126	1000	Phenobarbiton 60mg (gr. 1) †s1s4A	0 10	1 11
130	1000	Belladonna c phenobarb. B.P.C. †s1s4A	...	...	1 9 5 6	189	1000	Phenobarbiton 100mg (gr. 1½) †s1s4A	...	1 1 2 9
318	1000	Butobarbiton 100mg (gr. 1½) †s1s4A	...	...	2 0 6 6	99	500	*Phenolphthalein 125mg (gr. 2)	1 3	3 8
192	500	Calciferol, B.P.	...	...	10 5 10	114	500	Phenolphthalein co. B.P.C. †s1	1 4	3 9
342	1000	Calcii gluconas, B.P.C. 600mg (gr. 10)	...	...	1 4 4 3	60	250	Potass. bromid., B.P. '53 300mg (gr. 5)	1 5	4 2
279	1000	Calcii sod. lact. B.P.C. 450mg (gr. 7½)	...	...	1 7 4 9	72	1000	Sodii bicarb. co. (soda mint)	1 6	4 5
264	1000	Calcii c. vitamin D, B.P.C.	...	...	3 3 11 5	120	1000	Sodii citrat 125mg (gr. 2)	0 9	1 8
180	250	Carbromal 300mg (gr. 5) †s4B	...	...	1 6 4 8	111	100	Sulphadiazine 0.5g †s4B	0 11	2 3
316	1000	Codein, co. B.P.C. '63 †DDI	...	...	1 2 2 6	399	1000	Sulphaguanidin 0.5g †s4B	5 6	16 2
20	100	Dienoestrol 0.1mg †s4B	...	...	1 2 2 6	594	1000	Sulphathiazol 0.5g †s4B	2 0	6 8
20	100	Dienoestrol 0.3mg †s4B	...	...	1 4 3 3	69	1000	Thyroid 30mg (gr. ½) †s4B	2 9	6 6
26	100	Dienoestrol 1mg †s5B	...	...	2 0 6 0	108	1000	Thyroid 60mg (gr. 1) †s4B	0 9	1 7
48	100	Dienoestrol 5mg †s4B	...	...	2 3 7 10	216	1000	Thyroid 125mg (gr. 2) †s4B	0 10	2 1
282	500	Easton's, B.P.C. dr. ½ †	...	...		102	250	L-Thyroxine 0.05mg †s4B	1 2	3 5





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# RANK ALDIS





	Trade	Tax	Retail		Trade	Tax	Retail		Trade	Tax	Retail	
N6 black, dark sherry, cool white, crystal, mauve shadow	19 1ea	3ea	32 0	Phenlac (607 Hilston) (vet.)	12	15 0ea	—	22 6 A	14lb	7 8ea	—	11 6
dark shell	20 10ea	3ea	35 0	Platts (1507 Paton) footpaste large	19 3	6 11	3 0 ●	56lb	21 4ea	—	32 0	
N7 clip-ons	14 10ea	3ea	25 0	old pack	—	—	— D	1cwt	38 4ea	—	57 6	
N8 metal framed rim- less	20 10ea	3ea	35 0	Prednisone (969 Pfizer) tablets 1mg 500	—	—	— D	Vermiculite (1400 PBI)	250g	34 10	— 3 7 ●	
N9 metal framed with rim	20 3ea	3ea	34 0	Quaalude (1080 Rorer) †s4B (distributors 324 Crookes) tablets 100 20 0ea — — R 1000 194 0ea — — ●	—	—	—	500g	57 10	—	6 0	
Nystan (1176 Squibb) TS twin pack	26 6ea	—	39 9 ●	Steele (1155 S & N) plastic strapping	14 0	—	1 8	old packs	—	—	—	
Oculovis (607 Hilston) (vet.)	22 0	8 0	3 5	lin×2½yd 5K12X	14 0	—	2 9	Viscopaste (1155 S & N) zinc paste bandage	37 0	—	4 4	
Old Spice (1131 Shulton) Burley body shampoo	4101	91 9	32 10	lin×5yd 5K15	23 1	—	4 6	3½×6yd	37 0	—	4 4	
hairdressing aerosol	4172	63 6	34 1	2in×5yd 5K25	37 10	—	6 0	P.B.7 3½×6yd	37 0	—	4 4	
smooth shave	3154	61 6	22 0	3in×5yd 5K35	50 5	—	—	Weed-a-Lawn (1400 PBI)	—	—	—	
Outdoor Girl (876 MP) eye colour collection	2G74	36 4	20 0	Soilicide (1400 PBI) No. 1	1 4ea	—	2 0					
eyelashes lower lashes	66 10	36 9	11 6	No. 2	2 8ea	—	4 0					
eye shadow brush-on	2G31	24 8	13 7	Soothadent (810 Maw) teething liquid 10cc	28 0	—	3 6 ●					
eye shadow stick	2J95	14 6	8 0	Spot (1400 PBI) weed killer	—	—	— D					
gold rush	2G05	24 8	13 7	Streptolene (607 Hilston) (vet.)	36 0	13 0	5 7 A					
Magic Touch	2G33	—	—	Sulphetrone (208 BW) Tetramycin (969 Pfizer) TS	204 0	75 0	31 9 D					
Starry Eyes	2G36	—	—	vaginal tablets 100mg	10	5 6ea	— 8 3 C					
Brush On Finish	2G36	—	—	10	5 6ea	—	8 3 C					
Brush On Glow	2G08	—	—	Tetracycline-SF (969 Pfizer) TS	42 0ea	—	63 0 C					
face powder	2G01	—	—	capsules 100	43 7	15 7	6 9 R					
lipstick frosty	2J15, 2J50	—	—	Thera-Blem (690 Keldon) cream 20g	43 7	15 7	6 9 R					
liquid shadow	2G46	—	—	Toprose (1400 PBI) mildew spray	2oz	2 0ea	— 3 0 I					
mascara curl-on	2J25	—	—	tablets 50mg	36 0ea	—	54 0 ●					
luxury	2J26	—	—	Tryptizol (837 MSD) †s4B	—	—	—					
perfume mist	2G71	—	—	tablets 50mg	36 0ea	—	54 0 ●					
Perifenil (1310 WWV)	—	—	—	Velvas (1400 PBI) lawn sand	ctn 3 0ea — 4 6	—	7 0					
Permco (607 Hilston) repellent (vet.)	60 0	22 0	8 6		7lb 4 8ea — —	—	—					
	192 0	70 0	27 2									

AMENDMENTS TO KEY TO SUPPLIERS  
1505 CD & C=Commercial Drug and Chemical Co.  
Ltd., Photographic Division, Holt House, Flamstead  
End Road, Cheshunt, Herts. Waltham Cross 27287.

### Stop press

Cantil (824 MCP) tablets with phenobarbitone †S1S4A	50	19 10ea	7 3ea	37 0 C
Correcto (1333WL) tablets	25	25 6	9 4	3 9 C
Imperacin (649 ICI) TS syrup 100ml	6 8ea	—	—	10 0 R
Robaxin (1071 Robins) †s4B tablets 500 mg packs of 100 and 500	—	—	—	—
Scholl's (Dr.) (1108 5MC) met lift supports pr	80 0	—	—	10 0 A
Poroplast bandage 3 in.	63 0	—	—	7 6 A
Sports kneecap	5 0ea	—	—	7 6 C
anklets	5 0ea	—	—	7 6 C

## C. & D. RETAIL AND DISPENSING PRICE LIST Monthly List of Changes

Cost		Retail	Cost		Retail
d. per		25 100	d. per		25 100
150 100	Ergot, praep. gr 2½ †s4B	6 1 21 9	594 1000	Easton's, B.P.C. dr.1 †	2 4 8 2
			78 100	*Ergotae praep. B.P.C. 150mg (gr. 2½) †s4B	3 5 11 5
			53 250	*Hexamin, B.P.C. '54 300mg (gr. 5)	1 4 4 5
			108 500	Hexoestrol 1mg †s4B	1 2 3 0
			57 250	Isoniazid 50mg TS	1 5 4 2
56 250	*Acetomenaphthon. 5mg	1 2 3 7	162 500	Isoprenalin. sulphas 10mg †s4B	1 9 5 7
36 100	Acetomenaphthon. 10mg	1 8 4 9	237 1000	Magnes. carb. co. B.P.C.	1 5 4 3
174 1000	Aminophylline 100mg (gr. 1½)	1 3 3 5	33 100	Methylthiouracil 50mg	1 9 4 10
96 500	Amylobarbiton. 30mg (gr. ½) †s1s4A	1 3 3 8	36 100	Methylthiouracil 0-1g	1 11 5 3
168 500	Amylobarbiton 50mg (gr. ½) †s1s4A	1 10 5 9	120 250	*Phenacetin, B.P.C. 300mg (gr. 5)	2 4 7 11
240 250	Amylobarbiton. sod. B.P.C. 200mg (gr. 3) †s1s4A	4 1 14 11	252 1000	Phenacetin. et. caffeine, B.P.C.	1 6 4 6
			57 1000	Phenobarbiton 15mg (gr. ½) †s1s4A	0 9 1 8
132 1000	Ascorbic acid 25mg	1 1 2 10	72 1000	Phenobarbiton 30mg (gr. ½) †s1s4A	0 10 1 11
522 1000	Barbitonum sodium 300mg (gr. 5) †s1s4A	2 7 8 6	126 1000	Phenobarbiton 60mg (gr. 1) †s1s4A	1 1 2 9
130 1000	Belladonna c phenobarb. B.P.C. †s1s4A	1 1 2 9	189 1000	Phenobarbiton 100mg (gr. 1½) †s1s4A	1 3 3 8
318 1000	Butobarbiton 100mg (gr. 1½) †s1s4A	1 9 5 6	99 500	*Phenolphthalein 125mg (gr. 2)	1 4 3 9
192 500	Calciferol, B.P.	2 0 6 6	114 500	Phenolphthalein co. B.P.C. †s1	1 5 4 2
342 1000	Calcii gluconas, B.P.C. 600mg (gr. 10)	1 10 5 10	60 250	Potass. bromid., B.P. '53 300mg (gr. 5)	1 6 4 5
279 1000	Calcii sod. lact. B.P.C. 450mg (gr. 7½)	1 4 4 3	72 1000	Sodii bicarb. co (soda mint)	0 9 1 8
264 1000	Calcii c. vitamin D, B.P.C.	1 7 4 9	120 1000	Sodii citrat 125mg (gr. 2)	0 11 2 3
180 250	Carbromal 300mg (gr. 5) †s4B	3 3 11 5	111 100	Sulphadiazine 0-5g †s4B	5 6 16 2
316 1000	Codein, co. B.P.C. '63 †DDI	1 6 4 8	399 1000	Sulphaguanidin 0-5g †s4B	2 0 6 8
20 100	Dienoestrol 0-1mg †s4B	1 2 2 6	594 1000	Sulphathiazol 0-5g †s4B	2 9 9 6
20 100	Dienoestrol 0-3mg †s4B	1 2 2 6	69 1000	Thyroid 30mg (gr. ½) †s4B	0 9 1 7
26 100	Dienoestrol 1mg †s5B	1 4 3 3	108 1000	Thyroid 60mg (gr. 1) †s4B	0 10 2 1
48 100	Dienoestrol 5mg †s4B	2 0 6 0	216 1000	Thyroid 125mg (gr. 2) †s4B	1 2 3 5
282 500	Easton's, B.P.C. dr.½ †	2 3 7 10	102 250	l-Thyroxine 0-05mg †s4B	2 1 6 10





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## TITANIA transparency holders

Hardwearing holders with one black, one white side for quick insertion into a projector and easy numbering. Titania 24 x 36 20 slides **10.2d.\***



## RATHBONE photo frames

Available in a variety of sizes. All pressed from light alloy, gold lacquered and filled in pastel ivory or green. Convex glass eliminates reflections. The strut may be set for portrait or landscape pictures.

CDV— <b>6/6*</b>	$\frac{1}{2}$ plate— <b>11/0*</b>
$3\frac{1}{2} \times 3\frac{1}{2}$ — <b>8/6*</b>	$\frac{1}{1}$ plate— <b>16/0*</b>
$\frac{1}{4}$ plate— <b>8/6*</b>	10 x 8— <b>£1.4.0*</b>
$5 \times 3\frac{1}{2}$ — <b>8/6*</b>	14 x 10— <b>£1.10.0*</b>
P card— <b>9/6*</b>	

\*Suggested retail price

# The world's only gift set that will deliver Christmas photos on Christmas Day.

This ad is about making a £9.12.8. sale with a £6.19.6. camera.

The camera is the Polaroid Swinger II. (Yes, it is now only £6.19.6.\*)

No other gift set will give your customers what this one will.

Finished photos, seconds after they're shot.

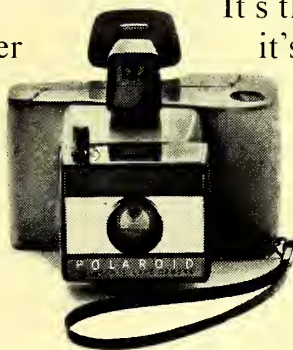
In addition to the Swinger II, the set includes 2 rolls of film, a

flashgun and 5 flashbulbs, and a photo album.

The set itself even serves as its own Christmas display. Just open it up and put it on your counter.

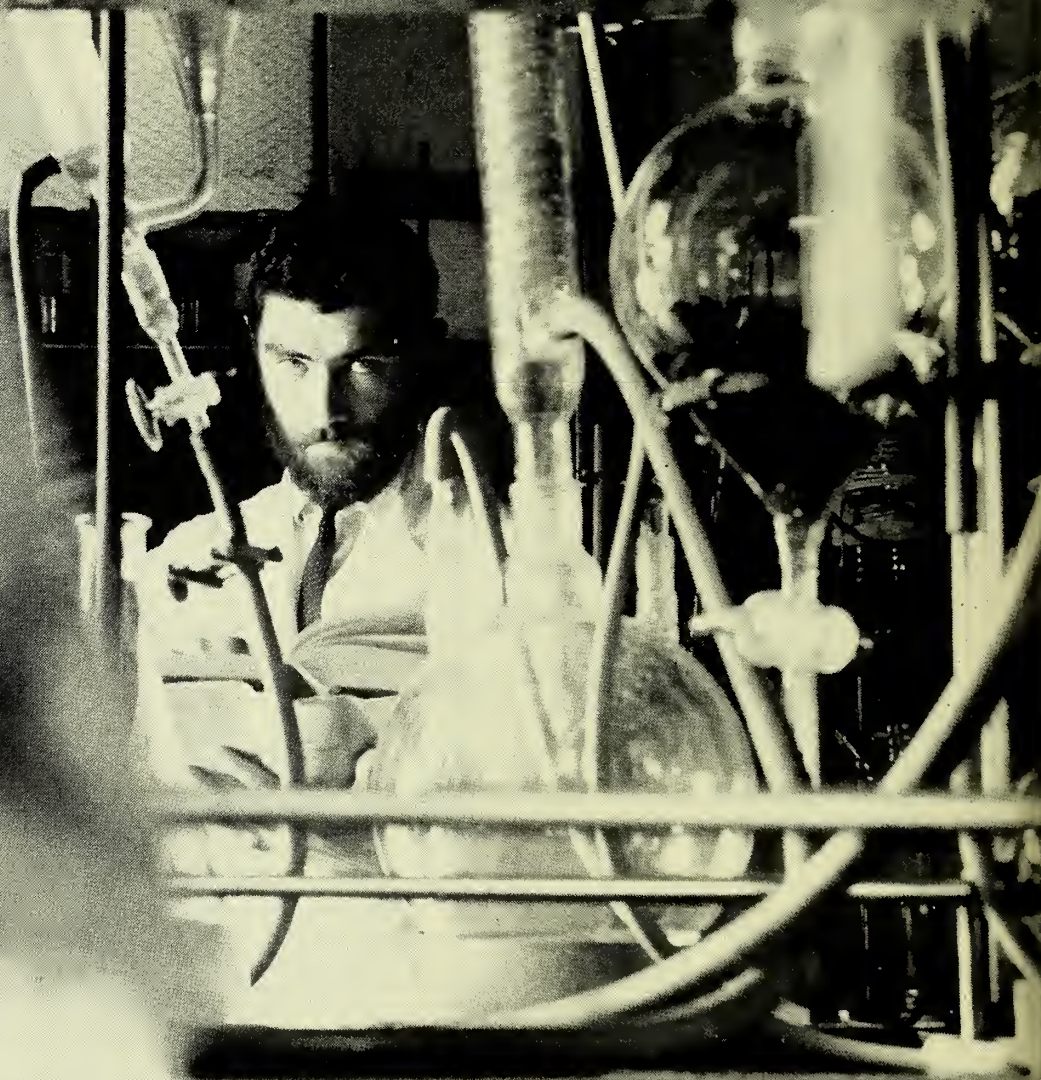
It's the set that makes the profit. But it's the camera that makes the set.

**Polaroid  
Instant Cameras.**





# **We don't look to the BP Codex for the last word: only the first requirements.**



A lot of people think that once they've satisfied the requirements of the BPC they've completed the job.

But the BPC, like all codes, cannot cover every detail.

And the question arises of what should be done in unspecified areas.

The pharmacists at Bush Boake Allen interpret the Codex as your minimum requirement.

So our powders are finer, our ointments are smoother, and our liquids are in perfect suspension.

The same principle of exceeding the minimum applies equally in the matter of flavours.

The result of this policy has been a big growth of business.

You have medicines of impeccable quality and far longer shelf life.

The Bush Boake Allen pharmacists who make and control the work at each stage have the professional satisfaction of upholding your own pharmacists' standards.



**Bush Boake Allen**

London N1 Tel: 01-253 1000

A division of Albright & Wilson Ltd



# COMMENT COMMENT COMMENT COMMENT COMMENT

## Last under the existing Acts?

The Home Office notice to trade and organisations concerning proposed changes in the Poisons List and Rules provides proof, if that were needed, that the new medicines legislation is not at a sufficiently advanced stage to render unnecessary any action under the Pharmacy and Poisons Acts.

Some have suggested that another 12 months is likely to pass before the detailed work on the new medicines legislation is complete and the relevant hierarchy needed to support the Medicines Commission is functioning. If that estimate is correct—and it does not appear to be unreasonable—it could well be that the statutory implementation of the many aspects of the Medicines Act may become effective only in about 18 months' time.

Against that background the Home Office and the Poisons Board are right to continue to use the present machinery and to try to keep the present control of poisons adequate and satisfactory.

The factors that have brought about current proposals are varied in the extreme. They emanate from such unlikely sources as bodies concerned in horticulture, specialists in flame retardants, veterinary authorities and Chinese restaurants.

The changes concerning bifluorides are especially directed to ammonium hydrogen fluoride, which is used in the cleaning of glass in large horticultural establishments. The proposal to amend the restrictions on antimonial poisons arises from the increased use of antimony compounds as flame retardants. It is understood that the professional view of the poisonous nature of antimony salts has changed, allowing the Rules to be amended accordingly.

Beziramide, carbiphene, dihydrocodeinone and *O*-carboxymethyloxime are brought under control as befits their Dangerous Drug status. The change in Group II of Schedule 3 to the Poisons Rules in respect of phenols is being extended to butylated hydroxytoluene, which is currently being used in detergent products as a stabiliser. Advances in blood test reagent kits have brought about the need to relax the controls on kits containing less than the equivalent of 0.1 per cent w/w of hydrocyanic acid.

The changes in respect of potassium hydroxide and sodium hydroxide have been prompted by the use of preparations containing mixtures of these substances in the

preparation of foods in Chinese restaurants. Some caustic mixtures were found being supplied to those establishments without cautionary wording warning workers in kitchens of their caustic nature.

Thus not for the first time have advances in measures to safeguard the public emerged indirectly, as it were, from improbable sources.

## The need for recognition

On December 2, the Council for National Academic Awards held its first honorary degree ceremony since the granting of its Royal Charter five years ago. The occasion was marked in *The Times* by a series of articles, among them one by Mr Peter Scott on "The struggle for recognition."

Pharmacy has been associated with the Council since its early days; and one by one the schools of pharmacy not forming part of institutions destined for university status have developed their own degrees under its auspices. The effect has been the demise of the Pharmaceutical Society's diploma and the substitution of much valuable independence of thought in pharmaceutical education—proposals for sandwich-course general degrees at Sunderland, for example.

There has nevertheless been a slowness to accept—or perhaps just to be aware of—the new degrees on the part of some employers in pharmacy.

There is certainly no cause for such distinction—and for the sake of the profession's future there must be no distinction. The CNAA pharmacy schools are providing something approaching a third of the available places and we are sure that their graduates will quickly overcome any "resistance" as they prove their worth "in the field." But there is a danger that the CNAA degree, because of the Council's essentially "practical" approach, might be regarded as "practical" rather than "academic." It is a trap into which employers should not fall. In pharmacy, the CNAA institutions are keenly aware of their research potential, and four of the six schools teach for an honours degree. On the other side, the older universities know that however "academic" their approach, the majority of their graduates will need training for retail pharmacy. And in the final event, the standard of all the courses is determined by the Pharmaceutical Society's prerogative to accept or reject a degree for registration purposes.

## BOOKS

**The Complete Photobook.** R. Spillman, AIP, *Fountain Press Ltd*, 46 Chancery Lane, London, WC 2. 7½ x 4¾ in Pp 191 + 56 half tone plates. 25s.

Mr Spillman, who is editor of *Photography* magazine, has written a book for newcomers to photography that covers most aspects of present day photography. The reader is guided from the choice of suit-

able camera and film for his purpose through the *raison d'être* of the various parts of the camera composition, techniques for dealing with various subjects to processing and mounting. Though, of course, no book can claim to be truly "complete" on a subject, the beginner who followed Mr Spillman's guidance would have a fair idea about photography.

**Bell and O'Keefe's Sale of Food and Drugs (Service Volume — Issue No 1).** John A O'Keefe B Sc(Econ.) LL B. Butterworth & Co (Publishers) Ltd, 88 Kings-

way, London, WC 2. 9½ x 6¾ in Pp v + 249. 70s, postage 6s.

This supplementary loose-leaf volume is essential to those who use the main work. It brings the service volume up to date to April 1, 1969. The first division contains details of new statistics and cases with page references to the main volume.

Other divisions relate to additional Acts, Statutory Instruments and additional circulars together with a detailed index.

Instructions are provided for inserting the loose leaf volume into the binder so that the pages are correctly positioned.



# ADVANCES IN THERAPY DURING 1969

Reviewed by B. C. Bryant

Quite recently a well known medical authority estimated that doctors have to learn about 60 or so new drugs every year, in addition to the hundreds already at their disposal. The figure, if valid, serves to emphasise the important role of the pharmacist who maintains records of newly produced drugs, their uses and sources, so that information about any drug, new or old, may be available in the pharmacy.

In this annual review are considered some of the groups of drugs to which useful therapeutic additions have been made during 1969—some of them entirely new, others modifications of established preparations.

## Sulphonamides

There has been one newcomer, namely sulphametopyrazine (Kelfizine, sulphamido-methoxypyrazine). The compound is a chemical relative of sulphamethoxypyridazine (Lederkyn) and, like that drug, has a prolonged antibacterial action.

Its degree of plasma binding is relatively low, and its rate of renal clearance is such that an adequate blood level can be maintained with a small daily dose using a low strength tablet. Alternatively a once-weekly regime can be adopted with a high-strength tablet.

## Antibiotics

Cephalosporin C, the parent substance of the cephalosporins, was the first antibiotic to be recovered having an antistaphylococcal action accompanied by resistance to staphylococcal penicillinase. Its nucleus has a structure like that of penicillin, and side chains can be attached in the same way to give rise to a new family of antibiotics.

In this group the most recent introduction is cephalothin (Keflin) as the sodium salt. The compound is dissolved in water for parenteral administration. Its properties are similar to those of cephaloridine, activity against some bacteria being somewhat lower—with the important exception that all staphylococci, regardless of the amount of penicillinase they form, are sensitive to cephalothin.

## Anti-tuberculosis drugs

Thiocarlide (Isoxyl) or diisoamloxythiocarbanilide has been added to the variety of agents used in the treatment of tuberculosis, more especially for patients resistant to, or intolerant of standard regimes. Administered in tablet form, the drug is less active than isoniazide, ethionamide and streptomycin, but more active than pyrazinamide, sodium aminosalicylate, thiacetazone and viomycin.

It should be noted that cross-resistance occurs between thiacetazone and this new tuberculostatic agent.

A semi-synthetic bactericidal antibiotic, orally active against tuberculosis, was announced during the year. The new drug, known as rifampicin, has resulted from Italian research into the rifamycin group of antibiotics and is issued in capsule form as Rifadin or Rimactane.

Rifampicin is bactericidal in low concentrations against *Mycobacterium tuberculosis* but, in order to prevent emergence of resistant strains, treatment is recommended to be commenced in conjunction with the use of other established anti-tuberculosis drugs.

## Antirheumatic agents

Several phenylalkanoic acids are known to have anti-inflammatory and analgesic properties of potential value in the treatment of rheumatoid arthritis and allied conditions. The most recent compound of this group is described as 2-(isobutylphenyl) propionic acid or ibuprofen (Brufen). It is a non-steroidal compound possessing a high level of anti-inflammatory and analgesic activities.

Animal experiments indicate that ibuprofen is eight to thirty-two times more active than aspirin, while clinical studies have shown that its ability to relieve pain and stiffness and to reduce joint swellings. No serious toxic reaction or organ toxicity have been evident.

## Analgesics

Pentazocine (Fortral), formerly issued only as an injection, is now available as oral tablets for the relief of moderate to severe pain. Its analgesic action is comparable with that of the opiates, a major advantage being that it has a low addiction liability and is free from national and international narcotics control.

## Cardiac drugs

Practolol (ICI 50172) is a new cardio-selective beta-adrenergic blocking agent that is still undergoing development trials. Given by intravenous injection, the compound has been found especially effective in the management of supra-ventricular dysrhythmias, and early work suggests that it may have advantages over propranolol (Inderal) in patients with myocardial infarction.

Another beta-adrenergic blocking agent that is undergoing trials is oxprenolone hydrochloride (Trasicor). In double-blind trials in patients suffering from angina pectoris this drug has produced a significant reduction in the number of attacks, and improved exercise tolerance and sense of well-being.

## Inhibitor of calcium absorption

Sodium cellulose phosphate has the ability to absorb calcium ions within the intestine and can thus diminish the intake of that element from the diet. On that basis it is used in the treatment of hypercalcaemia, osteopetrosis, hypercalcaemia of infancy and as the basis of a test for calcium absorption. The powder is issued in sachets (5g) (Whatman) for oral dosing.

## Inhibitor of lactation

Oestrogenic substances such as ethinyl-oestradiol and stilboestrol are commonly used for the inhibition and suppression of lactation following childbirth. A more effective compound for this purpose is quiniestrol (Estrovis) which is the cyclopentyl ether derivative of ethinyloestradiol.

Following administration, this substance is taken up by the body fat then slowly released to give a sustained oestrogenic effect. A single tablet dose given within six hours of delivery has been found adequate to inhibit lactation effectively; and for suppression the first tablet is followed by a second after 48 hours.

## Laxatives

When the natural disaccharides are ingested, hydrolysis to glucose and fructose takes place by enzymic action in the small intestine.

By contrast lactulose, or beta-galactosido-fructose, which is a synthetic disaccharide, is not hydrolysed in this way and the compound reaches the large intestine unchanged. Here it is broken down by bacterial action into lactic and acetic acids, the lower pH bringing about a change in the bacterial flora with an increase in fermentation and decrease in putrefaction.

A syrup (Duphalac) containing 50 per cent lactulose is for oral dosing in suitable cases.

## Antihypertensive agents

The beta-adrenergic blocking agent propranolol (Inderal), an established drug for the control of cardiac arrhythmias and angina pectoris, has been used effectively in the treatment of hypertension.

It has been found to reduce blood pressure slowly and smoothly without causing postural or exercise hypotension, its activity in this field being considered similar to that of bethanidine, guanethidine or methyldopa. For this new therapeutic use a high strength (80 mg) tablet has been introduced.

## For hypoglycaemia

Diazoxide (Eudemine) is an analogue of the benzothiadiazine diuretics, though it has itself no diuretic properties. The







## Advances in therapy during 1969

(Betnovate A). This virtually non-sensitising antibiotic is a useful antibacterial supplement for use in cases of infected eczema.

The same corticoid has been formulated in compound suppositories with the analgesic lignocaine and the vasoconstrictor phenylephrine. Similarly fluocinolone (Synalar) has been issued as an anal ointment with the antibacterial clioquinol and in a suppository with both clioquinol and hamamelis. An aerosol (Proctofoam HC) for the same purpose has also been noted, containing hydrocortisone and pramoxine.

These combinations are useful aids in the treatment of haemorrhoids and minor ano-rectal disorders for reducing inflammation and relieving pain. A further development of fluocinolone (Synalar) is designed to facilitate its application to the scalp as a water-miscible gel in cases of scalp dermatoses such as psoriasis and seborrhoea capitis.

### Bronchodilators

Salbutamol (Ventolin) has been shown to be more effective than isoprenaline or orciprenaline when given by inhalation, its bronchodilator action being greater and more lasting.

In comparative studies the effect of this new drug was found to persist for at least four hours without stimulating the heart or affecting blood pressure, even after inhalation of a relatively large dose. Salbutamol is available in the form of metered aerosol.

### Parenteral nutrition

Parenteral feeding of essential dietary factors is sometimes necessary when oral feeding is impossible and also in cases involving extensive burns or multiple trauma; similarly for resuscitation before or after surgery.

New products in this field are cotton seed oil, emulsified with soya lecithin to a milk-like fluid (Lipiphysan) for a high calorie source; and a preparation that provides parenteral nitrogen in the form of essential aminoacids, minerals, vitamins and sorbitol (Trophysan).

### Oral contraceptives

A new development in this field has been the introduction of an oral contraceptive based on a progestogen-only regime. Chlormadinone acetate 0.5mg (Normenon, Verton) is a progestogen used to provide contraceptive protection on a continuous-dosage basis in contrast with the combined oestrogen-progestin preparations which include a treatment-free period inclusive of the occurrence of menstruation. The drug appears to act not by interfering with ovulation but rather by a local effect on the cervical mucus, making it impenetrable to sperm and thereby preventing conception. The risk of pregnancy occurring is rather higher than with the combined preparations but there are advantages with the new product, particularly its decreased risk of thrombosis, fewer side effects and simplicity of continuous administration.

# OVER-THE-COUNTER REMEDIES

The need to satisfy the requirements of the Committee on Safety of Drugs may have deterred or delayed some manufacturers at the start from launching new products in the over-the-counter field. A fair number of new products have nevertheless come on to the market this year.

### An "ethical" goes "popular"

Quite an unusual event in the spring was the switch of Thovaline, after 15 years as a prescription product, to sale to the public. The makers, Ilon Laboratories (Hamilton) Ltd, Lorne Street, Hamilton, Lanarkshire, came to the conclusion that there was a considerable potential for the product as a popular remedy and designed for it a display outer of 24 containers, each holding 30 g. Formulated to counteract nappy rash, bedsores and urine dermatitis, Thovaline also gives relief from pain caused by burns. It is claimed self sterile.

### Iron tonic

Early in 1969 tonic tablets containing, in addition to yeast and vitamin C, iron in a form claimed least likely to cause constipation or stomach upsets, were introduced by Phillips Yeast Products Ltd, Park Royal Road, London NW10. The tablets are available in packs of 50 and 100.

### Paracetamol analgesic

National advertising in the Press from October for a new paracetamol analgesic Hedex placed emphasis on its effectiveness in relieving headaches. Manufactured by Phillips Laboratories, 2 St Marks Hill, Surbiton, Surrey, the tablets are in a distinctive elongated shape which was found, during a test marketing, to be thought easier to swallow by a majority of the consumers who took part. The tablets are presented in a vacuum-moulded tray of 16 in slim blue pack.

### Cough and cold remedies

Within a few weeks of one another two manufacturers came out in the autumn with a new type of fast-acting cold relief. Essential feature of the innovation was to associate the active ingredients with vitamin C. Lem-Sip, launched by the pharmaceutical department of Reckitt & Sons Ltd, Hull, in September, contains in each individual-dose sachet 650 mg of acetaminophen, 5 mg of phenylephrine hydrochloride, 50 mg of sodium citrate and 10 mg of ascorbic acid in a base containing whole lemon, citric acid, colour and sweetness.

In the standard pack are presented five doses, foil-wrapped, but the maker's recommendation is that not more than four should be taken in any twenty-four hour period. Demand resulting from the initial

television campaign is understood to have outstripped the supply.

The other lemon cold and influenza antidote was Mac-Lemon, made by Beecham Products (UK), Great West Road, Brentford, Middlesex, also in sachets. Constituents of Mac-Lemon are aspirin, caffeine, phenylephrine hydrochloride, vitamin C, cinnamon and menthol, and the cardboard pack contains six sachets.

Not a new product but a milder version of an established cough lozenge is orange-flavoured Mini Meggezons, launched in July by the Meggeson-Warwick division of White Laboratories Ltd, Penarth Street, London SE15. Mini Meggezons were introduced for persons who suffer mildly from slight nasal congestion and summer colds. They are mild enough to be taken by children.

Four varieties of medicated cough sweets were put on sale in February in new pocket packs. Distributed by the Potter & Moore division of E. C. de Witt & Co Ltd, Lavender House, Seymour Road, London E10, the sweets afford temporary relief from minor coughs and throat conditions.

Some cold sufferers undergo the additional unpleasantness of sores. A treatment for the sores was introduced under the name Cymex by Trentham Laboratories (distributors E. C. de Witt & Co Ltd, Cherry Orchard Road, East Croydon CR9 6HD) in September. Cymex contains 1 per cent of hexachlorophane, which kills the bacteria that infect the virus vesicle, and 3 per cent of dimethyl siloxane, an addition designed to prolong the action by preventing moisture penetration. Rapid closure of the vesicle is promoted by including 1 per cent of urea, and the lanolised base prevents cracked lips. Pack is a 5-g tube.

Cabdrivers cold tablets, for relieving the common cold, influenza, nasal congestion, chills and aches, were launched in the spring. Made by Ford Jackson & Co (Sales) Ltd, 129 Church Street, Castleford, Yorks, they are distributed by W. B. Cartwright Ltd, Rawdon, Leeds, LS19 7YA. The outer holds 20 packs of 12.

### Laxatives

"Something new in laxatives" in 1969 was Correctol, marketed by White Laboratories Ltd, Penarth Street, London SE15. Novel feature of Correctol, which was developed in the United States by Schering Research Centre, is that it contains what is described as a "non-laxative regulator" (understood to be dioctyl sodium sulphosuccinate) with phenolphthalein at one-half to one-third its usual dose. Presented as tablets in packs of 25 and 50.





### Soothing applications

A new product, Witch Doctor, launched in Southern and Anglia Television areas in April, was a special gel base (patent pending) with witch hazel and hexachlorophane as active ingredients. Benefits of the product are revealed when it is applied to bruises, sprains, swellings, pimples, stings and grazes.

The wide-capped tube pack is convenient to the user, and in the display outer on the shop counter the fact that it stands on its cap, coupled with the distinctively lettered title, catch the eye of the potential customer. Suppliers are Ethichem Ltd, 139 St James Drive, London SW17.

For minor burns and scalds an aerosol Burn-eze was launched in January, to give sufferers "instant spray relief." The makers, Potter & Clarke Ltd, 9 Wellesley Road, Croydon, CR9 3LP, produced for it an attractive outer holding six of the pressurised canisters.

Three new tubed applications appeared during the year in the range of products offered by J. Pickles & Son, Knaresborough, Yorks. They were an anti-histamine cream containing dibromopropamide, mepyramine maleate and calamine; a chilblain cream containing 0.1 per cent of histamine acid phosphate and 1 per cent methyl nicotinate in lanolin base; and an ointment containing salicylic acid for treating warts and verrucas.

### To stop nail-biting

A product that had had considerable success in Australia in overcoming nail-biting was launched in the United Kingdom in January by Mentholatum Co Ltd, Slough, Bucks. Known as Stop 'N Grow, it is understood to cause the persistent nail-biter to abandon the habit within three weeks. Besides being attractively packed,

the product, which is claimed to be harmless, is colourless and easily applied. It does not wash off and may be used over nail varnish.

### Mouth-care products

A mouth bath, companion product to their existing Emoform tooth-paste and having similar ingredients plus 0.5 per cent of sodium fluoride, was introduced in January by Willows Francis, Ltd, 75 Shackwell Lane, London E8. Emoform mouth bath is intended for the treatment of tooth hypersensitivity, sore and bleeding gums, or more generally as a mouthwash. The bottle contains 230 ml — enough for about a hundred mouth washes.

For relieving mouth ulcers, denture irritation, sore gums, cold sores, wisdom-tooth pain and toothache, as well as for lessening infants' teething troubles, International Chemical Co Ltd., Chenies Street, London, WC1 introduced during the year Anbesol, an oral antiseptic and anaesthetic. Active ingredients of Anbesol are chlorocresol, cetylpyridinium chloride and lignocaine hydrochloride. The container is a cartoned glass bottle.

Dorant ready-to-use mouthwash rinse and gargle, launched in May by Laboratories for Applied Biology Ltd, 91 Amhurst Park, London N16, is a companion to the already existing concentrated Dorant mouthwash, over which it has the advantage of avoiding the need for a cautioning label. Ready-to-use Dorant contains esters of *p*-hydroxybenzoic acid and sodium fluoride. It is moisturised and slightly oily to avoid cracking the skin or membranes.

### Products for children's ailments

Pain and feverish conditions in babies, infants and young children frequently present problems for parents. To help them,

Rexall Drug Co, 19 Castle Boulevard, Nottingham, NG7 1GB, launched during the year Junior Anapax, a pleasant-tasting liquid containing 120 mg of paracetamol in each 5 ml. The makers recommend it for alleviating headaches, toothache, teething, colds, and influenza. The aches and pains that follow vaccination or immunisation would seem another suitable occasion for using Junior Anapax. The display outer holds 1 doz 60-ml bottles.

For babies suffering from diarrhoea and other stomach upsets Maws Pharmacy Supplies Ltd, New Barnet, Herts, brought out two new liquid products: Maws KLN junior suspension containing kaolin, pleasantly flavoured but with no sugar, and Maws junior gripe water, also a sugarless preparation.

A gripe mixture based on polymethylsiloxane with oil of dill and rectified spirit, launched nationally by Calmic Ltd, Crewe Hall, Crewe, Cheshire, in mid-September, is in a cartoned 70-ml bottle bearing an oval illustration of a mother and baby. It is being promoted with the already existing Drapoline cream and Calpol suspension as a "Calmic junior pharmacy" trio.

An extra-refined "start-right" Seven Seas cod-liver oil made its appearance in June. Orange-flavoured, it is intended for use in the first year of life. The refiners, British Cod Liver Oils (Hull and Grimsby) Ltd, Marfleet, Hull, Yorks, are distributing it through Maws Pharmacy Supplies Ltd.

The pack is a dropper bottle of 1 fl oz that makes it easy for the mother to measure the dosage needed at each stage of development. An emulsifier present in the oil enables it to be mixed with milk or fruit juice. The chemist receives the product in display pack of six bottles.



# TRADE NEWS

## They designed the pack

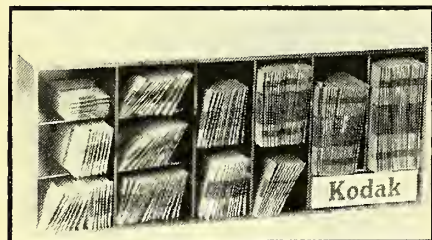
The new plastic container for the Melrose skin tablet (November 22, p 474) was designed and is manufactured by Hyde Plastics Ltd, Ilminster, Somerset.

## New strength

A new strength of Tryptizol amitriptyline hydrochloride tablets—50mg—have been added to the range offered by Merck Sharp & Dohme Ltd, Hoddesdon, Herts. The tablets are film-coated, and brown in colour and, initially, they will be available in bottles of 100 tablets only.

## Self-selection paper dispenser

A "self-selection" photographic paper dispenser in black Melamine enamel, with a red-and-white Kodak sign affixed, taking



180 assorted packets of paper in sizes ranging from 3½ x 4½ to 10 x 12 in is now available, price £10 17s 6d through local Kodak Ltd representatives who will also supply a "Please serve yourself" sign to fix to the top of the dispenser, together with paper sample books, and home processing leaflets.

## Fucidin price reduction

Leo Laboratories Ltd, Hayes Gate House, Uxbridge Road, Hayes, Middlesex, are reducing the price of the oral forms of Fucidin by 10 per cent on December 29. No rebate is being given to hospitals or retail chemists. The new trade and hospital prices are: Fucidin capsules, 250 mg, 36, 248s; 250, 1,678s. Fucidin VP capsules, 36, 165s 5d; 250, 1,119s 2d. Fucidin enteric coated tablets, 100, 660s 3d and Fucidin suspension, 60 ml, 67s 6d.

## Pre-season garden bonuses

Pan Britannica Industries are extending their "early-order bonuses" on garden products this season.

Every product and size in the range carries a bonus, and the scheme is guaranteed to run from December 2 to February 28, 1970, whatever the demand. Orders for delivery during this off-season period do not have to be paid for until April 30, 1970. The PBI trade catalogue gives full details.

There is a 10-per-cent discount on each of six new products—Baby Bio seed and cutting compost, Baby Bio potting com-

post, Topgard gun, Slug Gard, Topglass kit and the new edition of "Be Your Own Gardening Expert." Toplawn and Toprose fertilizers are covered by a special bonus scheme and the rest of the range carries a "buy 10, get one free" bonus. (Pan Britannica Industries Ltd., Britannica House, Waltham Cross, Herts.)

## Drisorb desiccants

Mineral Derivatives Ltd, 39 Deansgate, Manchester 3, manufacturers of Drisorb desiccants advise that previous agency arrangements for Drisorb special desiccants have been cancelled, and Mineral Derivatives Ltd are now marketing directly their wide range including desiccant capsules and stoppers.

## Complete title requested

Boehringer Ingelheim Ltd, Isleworth House, Great West Road, Isleworth, Middlesex, state that their representatives are asking doctors to ensure that prescriptions for Alupent expectorant mixture have the product name written in full and not abbreviated to Alupent. This is to avoid possible confusion with prescriptions for Alupent syrup, and to make certain that pharmacists will be in no doubt as to the prescriber's intention.

## Decimalising accounts

From December 1, Courtin & Warner, Ltd, Lewes, Sussex, adopted the "Round Shilling Accountancy." That is amounts of one penny to fivepence are rounded down; amounts of sevenpence to elevenpence rounded up and amounts involving sixpence rounded to the nearest even shilling.

The rounding off applies only to the total invoice value, unit prices remain unchanged.

## New approved name

The Crookes Laboratories Ltd, Telford Road, Houndmills Estate, Basingstoke, Hants, state that until now their product Prothiaden has been referred to as prothiadene for its approved name. The British Pharmacopoeia Commission has recommended the acceptance of the name dothiepin for the product because the name prothiadene conflicted with trade mark registrations in overseas countries. Future reprints of literature will contain reference only to the new approved name dothiepin. The change does not affect in any way either the trade name Prothiaden or the composition or the quality of the product.

## No package inserts

E. R. Squibb & Sons Ltd, Regal House, Twickenham, Middlesex, have decided not to include package inserts with the products Moditen Enanthate and Modecate. The decision follows anxiety produced in some patients who have had access to such information which was mainly intended for the prescriber.

# Bonus offers

Wigglesworth Ltd., Westboughton, Bolton, Lancs, Lemken, 14 invoiced as 12 until February 27.

# PROMOTIONS

## January 'double-size' offer on Sheer Genius

"January—a time when spirits are low—and purses empty! And there's a longing to buy and try something new to boost the morale." That thinking is behind a New Year Max Factor special offer of Sheer Genius all-in-one make-up.



A double-size tube is offered at the normal price (8s 1d) in four popular shades—Tempting Touch, Candle Glow, Just Fawn and Honey Touch.

## New Year advertising

Advertising booked for Paton's nail hardener for the early months of the New Year is as follows: *Weekend* (January to March); *Daily Mail*, Femal section (January to March); *Honey* (March to May); *She* (March to May). (F. C. Paton (Southport) Ltd, P.O. Box 5, 1a Peets Lane, Southport, Lancs.)

# ON TV NEXT WEEK

Ln = London; M = Midlands; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands

**Alka-Seltzer:** All areas.

**Anadin:** All except Sc, A, We, E.

**Andrews liver salt:** All areas.

**Beechams powders/tablets:** All except E.

**Brylcreem:** All areas except NE, E.

**Buttercup syrup:** Lc, Y, NE.

**Eno:** Ln, M, Lc, Sc, WW, So, U.

**Fynnon Spa bath salts:** NE.

**Macleans:** WW.

**Philips Ladyshave:** Ln, So.

**Philishave:** All except NE, E.

**Setlers:** Ln, M, Lc, WW, So, U.

**Sparklets syphons:** Ln, M, Y, Lc, Sc, So, NE.

**Venos:** All except NE, B, E.



# NEW PRODUCTS AND PACKS

## PHARMACEUTICAL SPECIALITIES

### Oral cephalosporin antibiotic Photo 1

An oral cephalosporin antibiotic, known as Ceporex, is being introduced by Glaxo Laboratories Ltd. Like cephaloridine and other cephalosporin-C derivatives, Ceporex (chemically known as cephalexin) is active against most Gram-positive and many Gram-negative bacteria, with the advantage of rapid and virtually complete absorption following oral administration.

It is active against penicillin-resistant staphylococci and may be given to patients who are allergic to penicillin. A dose range of 1 to 4 g daily with an average dose of 2 g, preferably given in four 6-hourly doses, appears to be satisfactory.

Ceporex is available as 250 mg (75s) and 500 mg (147s 6d) capsules in packs of 20. (Glaxo Laboratories Ltd, Greenford, Middlesex.)

### More from Squibb

E. R. Squibb & Sons Ltd have introduced Nystan TP, a twin pack consisting of 28 oral tablets and 15 vaginal tablets to be used concomitantly in the treatment of vaginal candidosis. The company have also brought out Altilev for the treatment of depression. Altilev contains nortriptyline hydrochloride and is offered in two strengths as 10 mg and 25 mg sugar coated tablets coloured yellow and light green respectively. Packs are containers of 100 and 500.

### Over-the-counter medicinals

#### Maws Soothadent teething liquid

Soothadent teething liquid is a new addition to the Maws range of junior pharmaceuticals. It contains lignocaine hydrochloride 2 per cent as the active ingredient, "a single drop rubbed on to a baby's gums is all that is required." Soothadent is also useful for the treatment of mouth ulcers and gum inflammation in older children.

Maws Soothadent teething liquid is presented in 10 ml plastic bottles in counter display outers of 1 dozen. (Maws Pharmacy Supplies Ltd, New Barnet, Herts.)



1



3

### Imported by Laurice

Bitupal ointment 30 per cent, made by Teva Ltd, Jerusalem, Israel, and distributed in the United Kingdom by Laurice of London Ltd, contains distilled bituminous asphaltite (Bitupal) 30 per cent, with zinc oxide 23 per cent, in a special ointment base. The ointment is indicated for psoriasis, herpes zoster, and some forms of dermatitis.

The product is available in tubes of 35g (12s 6d) and may be sold without prescription. (Laurice of London Ltd, 34 Leinster Terrace, London W 2.)

### Wigglesworth's lemon preparation

Wigglesworth Ltd are launching Lemken (3s 11d), their instant hot lemon drink for cold relief. Packed six sachets per carton, one dozen cartons for display outer, Lemken is "chemists only." (Wigglesworth Ltd, Westoughton, Bolton, Lancs.)

### Cosmetics and toiletries

#### New from Finland

A range of four bath products manufactured by Indal Oy, Finland, is being introduced into Britain under the name Finnish Sauna by E. G. Perrot & Co. All preparations in the range are said to contain only herbal ingredients, with no synthetic detergent. The packaging is clean-



2

cut and practical. The range comprises Indal Finnish Sauna bubble bath (3s and 13s), soap (single tablet 5s 6d, box of three 16s 6d), shampoo (3s, 3s 6d, 13s) and hair conditioner (3s and 16s). Also available is a presentation drum containing large-size bottles of bubble bath, shampoo and hair conditioner (£2 2s). (E. G. Perrot & Co Ltd, 160 Thames Road, London W 10.)

### New size Satin Antilope Photo 2

Since women are usually first introduced to a perfume or luxury bath preparation as a gift, E. G. Perrot & Co Ltd, 160 Thames Road, Chiswick, London W 4, have chosen the Christmas shopping period to launch an introductory 1 oz. size of Satin Antilope, (25s) Parfums Weil's emollient body perfume.

### Three Burley additions Photo 3

After the success of the Burley range, Shulton now offer a foaming skin cleanser "which leaves the skin stimulated and refreshed." A little is rubbed over wet skin and rinsed off under a shower or in the bath. It may also be used as a bath foam by squeezing two or three times under fast-running taps. Pack is a plastic bottle (14s 6d). The Burley aerosol hairdressing (11s) "is the modern way to keep hair well-groomed." Burley smooth shave (9s 9d) is also in aerosol pack. A claimed advantage of this product is that it keeps the face wet, to ensure a good, close shave. (Shulton (GB) Ltd, 100 Brompton Road, London SW 3.)

### Nina Ricci body foam

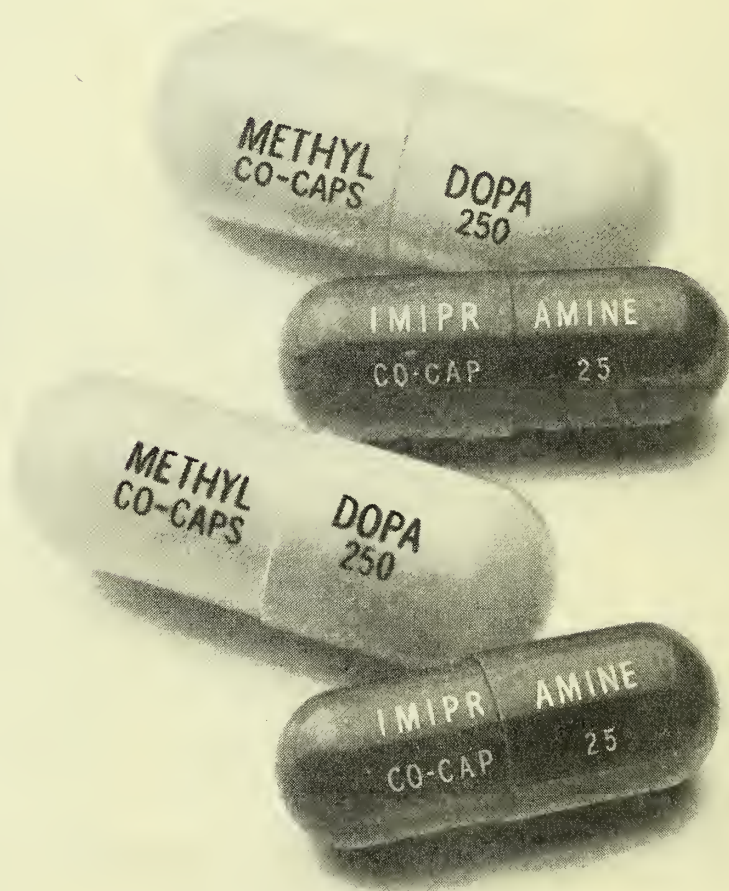
New from Nina Ricci is spray mousse Crème Parfumée with L'Air du Temps fragrance. It is a "deeply-perfumed body foam," containing emollients, packed into a frosted-glass aerosol bottle. It comes in one size only 100 g (35s). (Shulton (GB) Ltd, 100 Brompton Road, London SW 3.)

### To replace soap

The latest from Lancôme is Ablutia an "aqua-cream" designed to replace soap. The advantage claimed is that it does not destroy the acid barrier. Ablutia contains lanolin derivatives and a moisturiser. Pack is a tube (19s 6d) or a pink and grey jar (32s 6d).



**During 1969 Co-Caps introduced 2 new products.**



## **Co-Caps Methyldopa and Co-Caps Imipramine**

Co-Caps products are now widely used because they are high quality preparations, easy to identify and prescribe. Each capsule Co-Cap is clearly marked with the generic name (or abbreviation) and strength of the contents. Many doctors believe this to be the most useful form of marking. It enables them to prescribe generically but with the assurance that the source of the product is known to them. The use of the prefix CO-CAPS is their guarantee of quality and they know whose generic product their patients receive. Samples and literature from the Medical Information Department, Co-Caps, 361 Lillie Road, S.W.6.



# Sanitary protection review

It is still not many years since women were forced to retire from public view one week in every month when they were termed "unwell." The advent of sophisticated sanitary protection techniques has had a real effect in increasing productivity in all occupations in which women are involved.

The first sanitary towel of note was of cotton-wool construction which, though vastly more efficient than any previous methods, still lacked in absorbency and comfort. During the 1914-18 war, Kimberly-Clark Corporation produced cellulose wadding material from quality wood fibres. The material was primarily used for surgical dressings because it offered greater absorbency than cotton, and was more resistant to infestation. When the war ended the Corporation found it had more than sufficient cellulose capacity. A number of nurses in the service found that the pure cellulose made an ideal sanitary towel and one that could be easily disposed of.

The first disposable cellulose towel was marketed by Kimberly-Clark Corporation in 1920. It was five times more absorbent than anything seen before and formed the basis of the modern sanitary protection market. The long period of import restrictions to the UK coinciding with the important development years for the disposable sanitary protection market, temporarily obliterated the good franchise (with both the consumer and the trade) that Kotex had enjoyed prior to 1939. Since 1952 that franchise has gradually become re-established, largely through effective selling.

## Still growing

At present the sanitary protection market is worth slightly more than £16.5m and is growing regularly at about 1.5 per cent per annum. The market is split into a towel sector, which accounts for about 60 per cent of turnover, and a tampon sector, which accounts for the remaining 40 per cent (10 per cent included who use both).

Within the sanitary towel sector, Dr Whites, manufactured by Smith & Nephew, have an approximate 60 per cent market share. Following Dr Whites are Lilia at 11 per cent (also manufactured by Smith & Nephew) and Kotex at 7 per cent.

The tampon market is dominated by Tampax with a 77 per cent share, with Lil-lets following at 19 per cent. The remaining 4 per cent are split amongst smaller companies. Competitive relationships among the major brands have changed in recent years, largely due to the unusually high level of brand loyalty that exists in this market. The sanitary

protection market is comparable in size with the markets for toilet soaps and shampoos.

Only about 20 per cent of sanitary protection sales are through grocery outlets (against 75 per cent in the US). That proportion compares with 62 per cent of toilet soap sales, 43 per cent of shampoo sales, and about 75 per cent of facial tissue sales — and all of those products are purchased almost entirely by women. Volume through grocers is increasing, particularly in self-service outlets, but the level of existing distribution and display, and the grocers' reluctance to stock more than one or two different packs, are obstacles to much more impressive growth.

While the chemists' share of the market is declining slightly, the outlook is still good for the chemist particularly when compared with trends through which he has suffered in such categories as toiletries or facial tissues.

## Promotion accepted

Manufacturers of sanitary towels now recognise that the consumer will accept the promotion of sanitary protection products as readily as any other product that serves a regular need. Consequently most manufacturers are packaging their products attractively, promoting with coupons and other consumer incentives, and advertising more frankly and more heavily than at any time in the past. Advertising expenditures have increased from £260,000 in 1965 to £350,000 in 1968.

Judging from redemption responses to consumer offers, general strategy of regular consumer offers seems highly successful. Recent examples of promotions are the Kotex "Pretty Panties" offer and the present Kotex-Femfresh joint promotion.

There is, however, no doubt that full advantage is only now beginning to be taken of this buoyant £16,500,000 market.

## COMING EVENTS

### Monday December 8

**Finchley and North Metropolitan Branches, Pharmaceutical Society**, Medical academic centre, Archway Road, London N19, at 7.30 pm. Discussion on "Domestic poisoning, including medicinal and non-medicinal substances." Introductory speakers: Dr Roy Goulding, National Poisons Information Service; Dr A. L. Jacobs, consultant physician, Whittington Hospital; Mr L. Priest, headquarters staff, Pharmaceutical Society, and Dr G. F. Somers, head of pharmaceutical research department, Reckitt & Sons Ltd. **Harrow Branch, Pharmaceutical Society**, Kings Head Hotel, Harrow-on-the-Hill, at 8 pm. Film evening and discussion on revi-

sion of Statement Upon Matters of Professional Conduct.

**Southport Branch, Pharmaceutical Society**, Prince of Wales Hotel, Lord Street, Southport, at 8 pm. Professor A. H. Beckett on "Pharmacy in America."

### Tuesday December 9

**Coventry and Warwickshire Branch, Pharmaceutical Society**, Tudor House, Spon Street, Coventry, at 8 pm. Mr W. M. Darling (vice-president of the Society) on "Current problems."

**East Metropolitan Branch, Pharmaceutical Society**, Medical education centre, Whipps Cross Hospital, London E11, at 8 pm. Sergeant Brewitt (crime prevention officer) on "Security of drugs, you and your premises." **Glasgow Pharmacy Club**, Highlanders Institute, Berkeley Street, Glasgow C3, at 7.30 pm. Whist drive.

**Isle of Thanet Branch, Pharmaceutical Society**, Endcliffe Hotel, Cliftonville, at 7.45 pm. Christmas social evening.

**Cardiff Branch, Pharmaceutical Society**, Department of pharmacy, Webb Institute of Science and Technology, Cathays Park, Cardiff, at 7.30 pm. Mr W. A. Beanland, a member of Council, on "Current problems of ethics." Also discussion of proposed revision of Statement Upon Matters of Professional Conduct."

### Wednesday December 10

**Bolton Pharmaceutical Association**, Smithills Coaching House, Bolton, at 1.15 pm. Monthly luncheon meeting.

**Bournemouth Branch, Pharmaceutical Society**, Pontins, Wick Ferry, at 7.30 pm. Christmas dance and party.

**West Metropolitan Branch, Pharmaceutical Society**, Great Western Hotel, Paddington Station, London W2, at 7.45 pm. Professor A. H. Beckett on "The problem of dope in society and some methods for its control."

**Plymouth Branch, Pharmaceutical Society**, Moorland Links Hotel, Plymouth, at 7.30 pm. Annual dinner and dance.

**Scottish Department, Pharmaceutical Society**, 36 York Place, Edinburgh, at 7.45 pm. Mr D. C. Flanley on "Oxygen therapy in medical practice."

**Swansea and West Glamorgan Branch, Pharmaceutical Society**, Dragon Hotel, Swansea, at 7.45 pm. Film evening.

### Thursday December 11

**Bedfordshire Branch, Pharmaceutical Society**, Dujon Restaurant, Bedford, at 8 pm. Christmas dinner and party.

**Birkenhead Branch, Pharmaceutical Society**, Eagle and Crown Hotel, Upton, 8 pm. Christmas party.

**British Institute of Management**, University Arms Hotel, Cambridge, at 9.30 am. One-day seminar on "Staff training for decimal currency."

**Glasgow and West Scotland Branch, Pharmaceutical Society**, Room 449, University of Strathclyde, Glasgow, at 7.45 pm. Dr B. D. Shaw on "Explosives" (demonstration lecture).

## Contemporary themes

The application of microbial enzymes which inactivate antibiotics: a review. *Chemistry and Industry*, November 29, p 1721.

Fenfluramine overdose. *The Lancet*, November 29, p 1162.

Opium poppy and the oil poppy? Cultivation of, in the Soviet Union. *Bulletin on Narcotics*, October-December, p 1.

Cannabis Two simple colour tests for. *Bulletin on Narcotics*, October-December, p 37.

Quick- and slow-release iron: A double-blind trial with a single daily dose regimen. *British Medical Journal* November 29, p 531.



# MARKET NEWS

## Mercurials dearer

London, December 3: The increased price of mercury which became effective several weeks ago has now been reflected in the prices quoted for mercurials. According to the salt the schedules represent an advance of 6s to 7s per kg.

Among crude drugs benzoin is becoming scarce; prices at the lower end of the scale are firmer. Dearest also were Curaçao aloes, belladonna herb and Nigerian peeled ginger. On the other hand Tanzanian cardamoms, strophanthus Kombé, Canadian senega and cassia *lignea* were easier. Spot white pepper was again lower on aggregate but it firmed up a little at the beginning of the week; London prices were nevertheless below Singapore values.

Few major movements occurred in essential oils. There were marginal increases in the forward rates of Madagascar clove leaf, Chinese citronella and Brazilian peppermint. English distilled nutmeg is now about 25s per lb dearer than previously while clove bud has been sharply advanced to take into account the current rate of cloves.

## Pharmaceutical chemicals

**Butabarbital:** 50-kg 170s 6d kg; sodium 120s.  
**Butobarbitone:** BPC 86s per kg for less than 100-kg lots.

**Chloral hydrate:** 50-kg lots 10s 8d kg.

**Chlorophenesin:** 50-kilo lots 72s 6d kg.

**Cortisone:** Acetate 4s 6d. Hydrocortisone acetate or alcohol 4s 6d - all per g.

**Hypophosphites:** Per kg:

Quantity	12.5 kg		50 kg	
	s	d	s	d
Calcium	20	10	19	4
Iron	43	1	41	7
Magnesium	36	4	34	4
Potassium	28	11	26	10
Sodium	23	5	21	5

**Mercury salts:** Per kg in 50-kg and over: lots—ammoniated powder 170s; perchloride 146s; subchloride 173s; oxides, yellow 179s and red 184s; iodide (5-kg lots), 134s.

**Phenacetin:** 1,000 kg 14s 8d kg.

**Phenazone:** 1-cwt lots 9s 6d per lb.

**Phenolphthalein:** 250-kg lots 18s 9d kg.

**Piperazine:** under 50 kg; adipate 19s 3d kg; citrate 18s 6d; hexahydrate 13s 3d; phosphate 20s 6d; tartrate 19s 6d.

**Potash sulphurated:** BPC, 1959, 8s 10d kg in 50-kg drums.

**Potassium acetate:** (Per lb) 1-cwt lots 3s; 5-cwt 2s 8d; 10-cwt 2s 6d.

**Potassium acid tartrate:** BPC (per 1,000 kg in bags), 50-kg lots £320; 250-kg £315; 1,000-kg £306.

**Potassium bicarbonate:** BP powder 110s cwt in 1-4 cwt lots; 105s cwt for 5-cwt and over.

**Potassium carbonate:** 50-kg kegs 6s 7d per kg.

**Potassium chloride:** Pure 50-kg sacks, 3s 7½d per kg.

**Potassium gluconate:** BPC, 1-ton lots 13s 6d lb.

**Potassium hydroxide:** (Per kg), Pellets, BP 9s 6d; sticks, ½-kg in bottles 30s 10d; technical flake 4s 5½d.

**Potassium permanganate:** BP in 1-cwt lots 2s 0½d per lb. Technical 218s 6d per cwt; 1-ton lots 207s cwt.

**Potassium phosphate:** BPC 1949, 50-kg kegs of powder 9s kg; granular 9s 6d.

**Potassium sulphate:** BPC '49 1s 2d lb.

**Potassium thiocyanate:** 50-kg lots 14s 7d per kg in kegs.

**Prednisone:** 1 kg lots, alcohol and acetate 6s 6d per g.

**Prednisolone:** alcohol and acetate from 7s per g.

**Salicylamide:** 250-kg 13s 10½d per kg.

**Santonin:** Supplies short.

## Crude drugs\*

**Aloes:** (cwt) Cape primes 305s. Curaçao 660s afloat.

**Belladonna:** Leaves 3s 5d lb spot, 3s 3d, cif; herb 1s 11d spot, 1s 10d, cif; root 1s 10d spot; 1s 9d, cif.

**Benzoin:** Spot £34 to £45 per cwt.

**Cardamoms:** (Per lb) Tanzanian 20s lb, 20s 6d, cif.

**Cassia:** *Lignea*, broken 470s cwt spot.

**Cinnamon:** Seychelles bark 340s cwt spot and cif.

**Cloves:** Zanzibar standard 15s 11d lb, cif.

**Ginger:** (cwt) Nigerian peeled 445s, split 440s.

**Jamaican No. 3** 780s spot. Sierra Leone 575s.

**Nux Vomica:** Ceylon 85s cwt, cif.

**Pepper:** Sarawak white 4s 8d lb spot, black 4s.

**Seeds:** (Per cwt) **Anise:** Chinese star 170s; Spanish green 250s, both duty paid.

**Caraway:** Dutch 167s 6d. Celery: Indian 1,500s, cif. **Coriander:** Moroccan 95s. **Cumin:** Chinese 165s; Iranian 170s, Syrian 160s. **Dill:** Chinese 120s; 85s, cif.

**Fennel:** Chinese 115s, duty paid; 90s, cif.

**Fenugreek:** Moroccan 70s. **Mustard:** English 55s-85s, as to quality.

**Senega:** Canadian 28s; shipment 27s 6d, cif.

**Strophanthus:** Kombe 50s lb spot; 47s 6d, cif.

**Turmeric:** Madras finger 400s cwt; 370s, cif.

## Essential oils\*

**Almond:** Imported 5s lb spot.

**Amber:** Rectified spot 2s 6d per lb.

**Anise:** Chinese 15s 6d lb spot 15s, cif.

**Bay:** 52s 6d lb spot; 49s, cif.

**Bergamot:** Spot from 65s to 75s lb.

**Birch tar:** Rectified 16s lb spot.

**Bois de Rose:** Brazilian 40s kg spot; 38s 6d, cif.

**Buchu:** Imported 1,200s lb.

**Cade:** Spanish 3s lb, drum lots.

**Cajuput:** Spot from 10s to 12s lb.

**Camphor, white:** Spot 7s 9d kg, duty paid; 6s 9d, cif.

**Cananga:** Java 24s lb.

**Caraway:** Spot 55s lb; English 80s.

**Cardamom:** Indian 525s per lb, English 1,930s kg.

**Cassia:** 80-85 per cent; 20s lb 19s, cif.

**Castor:** BP £200 ton naked ex mill.

**Cedar:** Leaf 60s lb; wood African 7s 6d; American 13s 6d.

**Celery:** Prices nominal.

**Cinnamon:** English distilled 52s oz; Ceylon leaf 15s lb; Seychelles leaf rectified 19s.

**Citronella:** Ceylon 7s 3d per lb spot; 7s, cif.

**Clove:** (lb) Madagascar leaf 10s 9d, in bond; 10s 4d, cif. English distilled bud 310s, kg.

**Cod liver:** BP (45-gal drums) 12s per gal; veterinary from 9s 10d to 10s 9d.

**Coriander:** From 45s per lb spot.

**Cubeb:** English distilled 100s per lb.

**Cumin:** English from 120s lb; imported from 100s.

**Dill:** BP 52s 6d lb spot.

**Eucalyptus:** Chinese 80-85 per cent 12s kg in bond; 10s 9d, cif.

**Fennel:** Spanish sweet 13s 6d lb.

**Geranium:** Bourbon 110s lb.

**Ginger:** (per lb) Indian 365s; Chinese 80s nominal; Jamaican 175s.

**Juniper berry:** English 270s lb; imported 65s.

**Lavandin:** French 30-32% 24s lb.

**Lavender:** French 40-42% 50s lb.

**Lavender spike:** Spanish 24s 6d lb.

**Lemon:** Spot 35s-55s lb; Sicilian for shipment. New crop 45s to 63s, c and f, as to quality.

**Lemongrass:** Spot 60s kg; 57s 6d, cif.

**Nutmeg:** East Indian 45s lb; West Indian 80s; English distilled 125s.

**Olive:** Spot, £325-£330 per ton ex wharf duty paid. Shipment; Spanish £275-£280 metric ton fob; Moroccan-Tunisian, no offers.

**Orange:** Florida sweet from 6s per lb.

**Palmarosa:** 205s kg spot; 175s, cif. (Jan-Feb).

**Patchouli:** Spot 25s to 26s per lb duty paid; shipment 21s to 23s 6d, cif.

**Pennyroyal:** Spot 16s 6d lb.

**Peppermint:** (lb) *Arvensis*. Chinese 11s 6d spot, 11s 6d, cif. Brazilian 15s; April-May shipment 11s 6d, cif. American *Piperita* 35s 6d to 40s cif.

**Petigrain:** Paraguay Spot 18s 3d lb; 17s 3d cif.

**Pimento:** Leaf spot 25s to 30s lb; berry 32s 6d.

**Pine:** *Pumilionis* 15s 6d to 17s 6d per lb; *sylvestris* 11s; *abietis* 20s.

**Rosemary:** Spanish 10s 9d lb, spot.

**Sage:** Spanish 19s per lb.

**Sandalwood:** Mysore spot 285s kg. East Indian for shipment 300s, cif.

**Spearmint:** American 52s lb, 34s-35s, cif. Chinese spot 61s 6d per kg; shipment 60s, cif.

**Vetivert:** Bourbon, spot, 100s per lb.

\*Prices obtained by importers or manufacturers ex warehouse for bulk quantities.

# TRADE MARKS

Applications advertised before registration 'Trade Marks Journal' November 12, No. 4759

**Flexane**, 935,045, by Laboratoire Garnier SA, Paris, France. For preparations for the hair, cosmetics, perfumes, non-medicated toilet preparations, toilet waters, toilet soaps, dentifrices and depilatory preparations (3)

**Badouche**, 937,177, by U. Ravizza SAS, Muggio' (Milan), Italy. For non-medicated toilet preparations, cosmetic preparations, soaps, perfumes, preparations for the hair and dentifrices (3)

**Redken**, 937,186, by Redken Laboratories Inc., Van Nuys, California, USA. For shampoos, wave setting preparations, permanent wave lotions, bleach; preparations for application in spray form; colouring, rinsing and conditioning preparations; all for the hair; and face lotions and face creams, none being medicated (3)

**Mary Quant** (device), B898,085, by Mary Quant Cosmetics Ltd, Surbiton, Surrey. For medicated preparations for the scalp and the skin; medicated bath preparations; liquid eye washes; medicated lotions; medicated washes for human use; medicated paper; medicated pads for application to the eyes; breath freshening preparations; medicated oils; and deodorants (5)

**Dermophil** (device), 927,876, by Laboratoire du Dermophil Indien, SA, La Ferte-Macé, (Orne), France. For pharmaceutical preparations, all for use in the treatment of the skin (5)

**Aesculap**, 928,010, by AG für Feinmechanik vorm Jetter & Scheerer, Württemberg, Germany. For cases for medical dressings (5)

**Anofren**, 933,085, by J. R. Geigy AG, Basle, Switzerland. For preparations for killing weeds and destroying vermin; insecticides, larvicides, fungicides, and pesticides (5)

**Equipalazone**, 934,760, by Macarthy Pharmaceuticals Ltd, Romford, Essex. For pharmaceutical substances and preparations, and chemical substances and preparations, all for use in pharmacy (5)

**Amoxil**, 934,859, by R.P. Drugs Ltd, Leeds. For pharmaceutical and veterinary preparations and substances (5)

**Sello**, B935,929, by Adhesive Tapes Ltd, Bristol. For pharmaceutical and sanitary substances; bandages, and plasters and tapes, all for surgical or curative purposes (5)

**Ascunist**, 936,854, by AB Astra, Sodertälje, Sweden. For pharmaceutical preparations (5)

**Urepar**, 937,727, by Wellcome Foundation Ltd, London NW 1. For pharmaceutical preparations and substances, all for the treatment of infections of the urinary tract (5)

**Erytraco**, 941,779, by Arco SA, Lugano, Switzerland. For pharmaceutical preparations and substances (5)

**Benarest**, 943,920, by Parke Davis & Co, Detroit, Michigan, USA. For pharmaceutical preparations and substances for human and veterinary use (5)

**Filomatic**, 940,707, by Bassat SA, Barcelona, Spain. For electric and non-electric razors, razor blades, scissors (not for surgical use), etc. (8)

'Trade Marks Journal' November 19, No. 4760

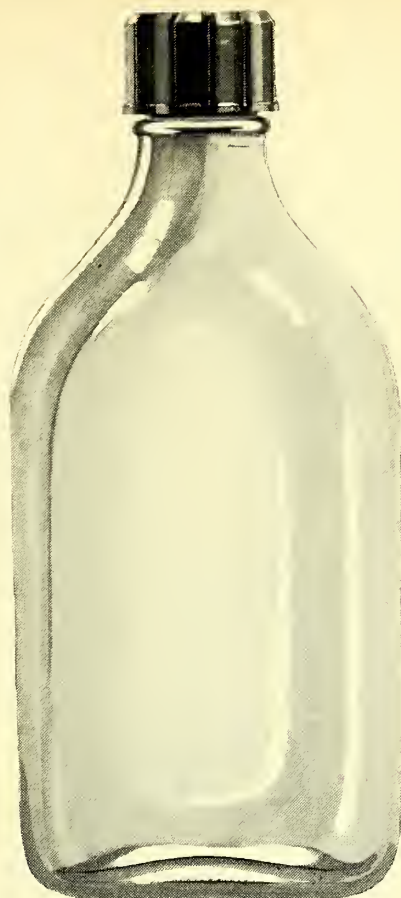
**Penbritin**, 940,319, by Beecham Group Ltd, Brentford, Middlesex. For chemical preparations and substances and for use in diagnostic tests (1)

**Magic-Box** by Dixor, B928,989, by Dixor Ltd, London SW 14. For perfumes, toilet articles, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations for the hair and soaps (3)

**Eau Rare de Lancome**, 929,702, by Lancome SA, Paris, France. For non-medicated toilet preparations, cosmetic preparations; perfumes, soaps, preparations for the hair and dentifrices; all being in liquid form (3)

**Peeyangee Cool Strength**, Peeyangee Cold Strength, B936,220-21, by Procter & Gamble Ltd, Gosforth, Newcastle upon Tyne. For soaps, detergents (not for use in industrial or manufacturing processes); cleaning, polishing, scouring and abrasive preparations (3)





# THE BEATSON METRIC MEDICAL

made to British Standard Specification 1679 part 6.

WHITE FLINT

Made in sizes

50 ml, 100 ml, 150 ml, 200 ml, 300 ml, 500 ml.

\*R/4 medium deep caps available as follows:

- (a) Black plastic with woodpulp faced BK Steran liner.
- (b) White polypropylene wadless.

\*Packed in sealed cartons in quantities of

50 ml — 12 doz.	} neck size 22 mm.
100 ml — 12 doz.	
150 ml — 6 doz.	
200 ml — 6 doz.	} neck size 28 mm.
300 ml — 3 doz.	
500 ml — 3 doz.	



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p-tert. Amylphenol  
p-tert. Butylphenol  
Octylphenol  
Diphenylolpropane  
p-Toluenesulphonamide  
p-Toluenesulphochloride  
Sodiumtoluenesulphinate

# It's simple to meet Ketjen

It's simple to meet Ketjen. Just look around. Ten to one that Ketjen is there. Not very conspicuously, but demonstrated in the characteristics of many products. Like Ketjenflex in the cellophane of your pack of cigarettes. Or p-amid in inks. Or Dianol in polyesters. Or Ketjenflex in

decorated laminates. Ketjen is almost everywhere, because the organic Ketjen products are developed to improve almost everything. Therefore we built that new application laboratory. To make your products, then try to improve them! Improving things starts with

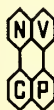
our own products. It made them the purest in the market. For that we did invest in equipment like electronic microscopes and computerized control systems. And in topscientists of course. But it is worthwhile. We were the first in Europe to produce Dianol. And the only



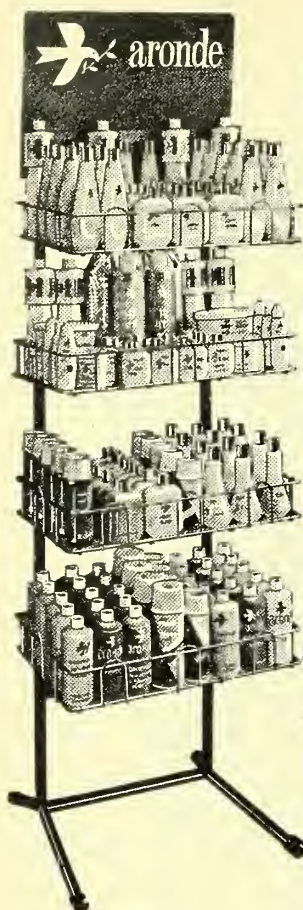


European producer of paracetamol. Amylphenol. Above you find a list of our organic chemicals. If you want to meet Ketjen personally, just contact our research department, Ketjen P.O. Box 15c Amsterdam. Our specialists can tell you an interesting story - how to improve your

products. And mind you, they are no salesmen! Only chances are, that after you've heard their story, you will be asking for our salesmen. It's also simple to meet us, by asking for free samples from our sales organisation: NVCP P.O. Box 4033 Amsterdam, phone 943394







# bring big new sales to your counter with the aronde display

Fast-moving Aronde has the proven merit of successful REPEAT sales! And this year, as before, your big profits with these low cost beauty lines are assured by powerful, eye-catching advertising which will be seen by more than 11,000,000 women . . . your customers amongst them! Bright full-colour spaces in Women's Own—backed up by good, regular black-and-white spaces designed to keep your cash register ringing steadily. Record-breaking Aronde sales are promoted by free point-of-sale aids and space-saving metal display stands, too, showing your customers the full, eye-catching Aronde range.

There are over 3,000 Aronde stockists—why not join the happy family by asking our Representative for details . . . and remember, the Aronde success story is based on unmatched quality and service. Post the coupon and we'll tell you more!

cut out here

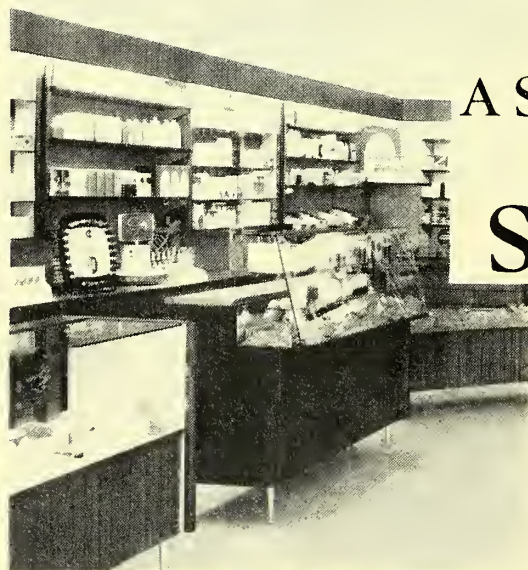
I want fast sales and big profits—please ask your representative to call and help me to get them!

Name .....

Address .....

6/12

Post to: ARONDE LABORATORIES LTD., Sherbourne Avenue, Binstead, Ryde, Isle of Wight. Tel: Ryde 3761



## New A Specialised range of Metric Chemist Shopfittings

LEASING now available.  
NO DEPOSIT necessary.  
INCREASE PROFITS in  
excess of your payments.



Please Send Details of  
FREE PLANNING & ADVISORY SERVICE



051 647 8794

## Salesmaster

SHOPFITTINGS LTD

REGENT HOUSE. DOCK ROAD, BIRKENHEAD, CHESHIRE.

NAME

ADDRESS

Tel.

C.D. 6/12/69



# PIPERAZINE SALTS

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## **Jefferson Chemicals U.K.**

are now supplying  
the following Piperazine products from  
United Kingdom production:

**PIPERAZINE ANHYDROUS**  
**PIPERAZINE HEXAHYDRATE**  
**PIPERAZINE ADIPATE**  
**PIPERAZINE CITRATE**



## **R. W. Unwin & Co. Ltd.**

have been appointed sole distributors in the United  
Kingdom for Piperazine Salts

For samples and quotations please write to

**R. W. Unwin & Co. Ltd.**

Prospect Place, Welwyn, Hertfordshire

TELEPHONE WELWYN 5181 · TELEX 24903



**JEFFERSON CHEMICALS U.K.**

1 KNIGHTSBRIDGE GREEN LONDON SW1 · TELEPHONE 01-584 5000



# APPOINTMENTS VACANT

★ Classified Advertisement Rates ★

**Appointments Vacant:** £4 per single column inch, minimum £4  
**All other headings:** 6/- per line or £4 per single column inch.  
**Box Number 3/-.**

**Special service:** Semi-displayed layout prepared free of charge.  
 All enquiries should be addressed to: Iris Greenberg, Classified  
 Advertisement manager, 28 Essex Street, Strand, London W.C.2.

## G. D. Searle & Co. Ltd. Development Pharmacist

We are one of the world's leading companies who manufacture and market a wide range of pharmaceutical, medical, and allied products. We require a graduate pharmacist to lead a small team in the Research and Development Department.

The man appointed (who should be aged 25-40) will report to the Pharmaceutical Development Manager and be responsible for the formulation of new pharmaceutical and veterinary products and the manufacture of small pilot batches for production evaluation and stability studies.

The work is technically demanding and will appeal to someone with at least 3 - 4 years' production or development experience.

An attractive salary will be offered and conditions of service are excellent.

Please apply to:-

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 G. D. Searle & Co. Ltd.,  
 Lane End Road,  
 High Wycombe,  
 Bucks.**

Telephone High Wycombe 21124

## PRODUCTION SUPERVISOR

To have direct control of the day-to-day operation of a number of high speed filling, capping, labelling and packing lines controlling mainly female labour with a male service function. Applicants should have experience in supervision of female labour, preferably in any of the high speed processing and packaging operations of a consumer industry. Age 27-45. Salary is negotiable around £1,400 p.a.

### Plus Points!

- \* Competitive salaries
- \* Regular Personal reviews
- \* Pension scheme
- \* Insurance scheme
- \* Three weeks' holiday
- \* Free protective clothing
- \* Half price staff shop
- \* Excellent canteen facilities

Please apply to

**Mr. P. J. Eastwood, Employment Manager,  
 CHESEBROUGH-POND'S LTD.,  
 Victoria Road, Willesden, London, N.W.10.  
 Telephone ELGar 6575.**

## ROYAL SOUTH HANTS HOSPITAL

**Fanshawe Street,  
 Southampton, SO9 4PE**

### DEPUTY CHIEF PHARMACIST

required in this busy Category V Group Department. The Royal South Hants Hospital will form part of the Teaching Hospital Complex at present being developed in Southampton.

Salary scale £1,383 to £1,751 per annum.

Application to the Hospital Secretary.

## Veterinary

### Pharmaceutical Company requires

(1) **Field Sales Manager** to supervise small sales force. Must be experienced and have sound record of successful selling to all outlets for veterinary pharmaceuticals. Company intent on rapid expansion of business so prospects directly related to achievement. Good initial salary, car, etc. Applicants should be resident in Central England/S. Wales/Gloucester. Apply in writing giving details in strict confidence.

(2) **Representatives**, male or female, for E. Midlands territory, Scotland, N. Ireland. Preference to those having established contacts and background of successful selling of veterinary pharmaceuticals. Good basic salary plus commission, car, etc. Give full details in first instance. **Box C 1547 28 Essex Street WC 2.**

## BARNET GENERAL HOSPITAL Wellhouse Lane, Barnet, Herts

Senior Pharmacist required in Group Pharmacy of Category V hospital. Whitley Council salary, plus London Weighting. Pleasant modern comprehensive pharmacy. Apply to Group Pharmacist.

## REPRESENTATIVE

required by  
**PRINTERS**

to call on retail chemists in an area bounded in the West by the line Bournemouth — Swindon and in the North, by the line Swindon — Oxford and then following the River Thames.

Established connection which we would require expanded. Salary, commission, expenses, car and superannuation scheme.

Apply in your own handwriting to:

**D. K. Mackay,  
 Sales Director,  
 James Townsend and Sons Ltd.  
 P.O. Box No. 12,  
 Musgrave House, Western Way,  
 Exeter. EX1 2AB.**

## YOUNG MANAGING PHARMACIST

required for busy pharmacy department of a progressive private company. Excellent supporting staff including a trainee Dispensing Assistant. Ability to implement modern retailing techniques and supervise staff essential. The position offers a five day week, annual holiday of three weeks and three days, contributory pension scheme with free life assurance, excellent future prospects. Salary by negotiation. Written applications giving full details of age, experience and present salary to the Company Secretary, Roys (Pharmacy) (Wroxham) Ltd. Wroxham, Norwich. NOR 04Z.

## NOTTINGHAM

Manager or Manageress required for a new pharmacy six miles south of Nottingham. Free flat available if required. Superannuation scheme, accident illness cover. Good salary. Three weeks paid holiday per year. Apply in writing to:-

**A. H. Foster  
 (Chemists) Limited,  
 103 Alfretton Road,  
 Nottingham.**

## REPRESENTATIVES

to carry additional line on commission basis. New product of quick and wide appeal giving large and easy sell in aerosol complementary produce.

### Marstars Mandy Products Ltd.,

**22, Birch Road,  
 Maple Road Industrial  
 Estate, Eastbourne.**

**Tel.: 34211/Orpington  
 33082.**



# CLASSIFIED

**telephone:  
01-353 6565**

## APPOINTMENTS VACANT

### EVENING SHIFT SUPERVISOR

required by East London wholesale chemists. Ideally suited to retired Pharmacist who wishes to supplement his income. Telephone for appointments.

**D. S. Goulding,  
UNICHEM LTD,  
Westbury Road,  
London, E 17  
01-520 5544**

### GROUP PHARMACY PHARMACY TECHNICIANS

**I & II  
required**

Experience essential. Part-time considered. Duties principally at King George Hospital but may be required to work at other Hospitals in the Group. Applications to the Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford.

### BROOKWOOD HOSPITAL KNAPHILL, WOKING, SURREY

#### Pharmacy Technician I

(Salary Scale £650-£950 pa.) He/she will work under the supervision of the Chief Pharmacist. Residential accommodation (female) available. Excellent Staff Social Club.

Applications giving particulars of age, experience and qualifications, together with the names of two referees to the Group Secretary as soon as possible.

#### PROTECT YOUR PERSONAL CHEMIST AND DRUGGIST PRICE LIST COPY

Plastic covers for the Quarterly Price List, 6s. each, are obtainable from: A. A. Golding, Subscription Dept., Summit House, Glebe Way, West Wickham, Kent. Tel.: 777 8271. Cash/Postal Order with your order please.

## TENDERS

### LANCASHIRE COUNTY COUNCIL

Tenders are invited for the supply of the following during the period 1st March, 1970, to 29th February, 1972.

Schedule 'A'—Drugs and Pharmaceutical Preparations.

Schedule 'B'—Surgical Sundries, Instruments, Dressings, and Nursing and Rehabilitation Equipment.

Schedule 'C'—First Aid Cases.

Schedule 'D'—Toilet Requisites (excluding soap products).

Schedule 'E'—Dental Sundries.

Tender forms (please state which schedule(s) required) from the County Medical Officer of Health, Room 128, East Cliff County Offices, East Cliff, Preston PR1 3JN. Closing date for receipt of tenders 10 a.m., Friday, 2nd January, 1970.

## WANTED

**WE WILL PURCHASE** for cash a complete stock, a redundant line, including finished or partly finished goods, packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London. W.11. Tel.: Park 3137-8. C 140

**WANTED.** We want to purchase — Old drug drawers, display cabinets, bottles, carboys, pill rollers, plaster machines, shop signs, exterior and interior. In fact anything old. We dismantle and collect 100 miles radius of London — 121, Consort Road, Peckham, London, S.E.15, 01-639 6362.

**WE PURCHASE** surplus and redundant stocks of every description especially packing material. Spot cash settlement. Reliance Trading Company, 23-25 Charles Lane, St. John's Wood, London, N.W.8. Tel.: JUNiper 0701. C 599

**WANTED:** Surplus cameras, enlargers, cine-cameras and projectors, photographic equipment of every description. Surplus and outdated film and paper, large or small quantities. Phone, write or call. Spears (Dept. CD), back Watling Street, Shudehill, Manchester, 4. Telephone: BLackfriars 9432 (5 lines), Bankers, Midland Bank, Ltd. C 613

## AGENTS

**Elegant**

### SOLARITE® SUNGLASSES

Our expanding sales programme creates openings for capable Agents, with good retail chemist & department store connections in

- (1) London
- (2) S.E. England plus Hants
- (3) Lancashire
- (4) Essex plus East Anglia

Applicants able to devote sufficient selling time in the first half of the year should apply with details of experience, age, lines carried and ground covered to:—

**Solarite Division,  
Lessar Brothers Ltd.,  
Lesbro Works,  
Hylton Street,  
Birmingham 18.  
or telephone Mr. Austen at 021-554 2234.**

**AGENT** with excellent connections in chemists, department stores, etc., in Shropshire, Warwickshire, Staffordshire and Worcester seeking further products. Replies to Box C 1510.

**Our telephone number for  
Classified Advertisements  
is 01-353 6565 Ext. 305.**

## BUSINESS OPPORTUNITY

Proprietary Medicine product (nationally distributed to Chemists) for sale. Regd. Trade Mark in U.K. and 20 countries overseas. High Gross Profit. Formerly heavily advertised but during the last few years sales have declined due to absence of advertising and selling effort. Would suit marketing organisation backed by suitable advertising to revive the line to former proportions and also provide a vehicle for the introduction of additional products. Principals only with Bank Reference write to Box No. C.1548, 28 Essex Street, Strand, W.C.2.

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### LEICESTER NEW SHOP UNIT

Ideally suitable for Chemist or Druggist

Rent from £750 p.a.

Apply

**Peter Bromwich, Horne & Co., Whitefriars House,  
Whitefriars Street, Coventry CV1 2DP  
Telephone 22123**



# CLASSIFIED

telephone:  
**01-353 6565**

## ★ Classified Advertisement Rates ★

Appointments Vacant: £4 per single column inch, minimum £4  
All other headings: 6/- per line or £4 per single column inch.  
Box Number 3/-.

Special service: Semi-displayed layout prepared free of charge.  
All enquiries should be addressed to: Iris Greenberg, Classified  
Advertisement manager, 28 Essex Street, Strand, London W.C.2.

### SPLENDID

business opportunity for a  
**CHEMIST**  
in new Shopping Centre in  
expanding area in Wexford  
— opening January, 1970.

Apply:

#### FORTH ESTATES LTD.

12, North Main Street,  
Wexford,  
Ireland.  
Phone 773.

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**COMPLETE MIXING PLANT** for sale  
or as separate items. Plant includes  
Mixer, Case Packer, Skip Hoists,  
Sifters and Dust Extraction etc.  
Available for immediate delivery.  
Ring Slough 23971 — D. K. Scourfield.

#### WHOLESALE CHEMISTS

Why not contact us for contract  
supplies of Baby Pants. We offer  
to supply and pack in your pack-  
aging plastic pants in various  
sizes and colours.  
We also offer fully frilled nylon  
covered Party Pants in four  
colours with wide selection of  
quality trimmings at really com-  
petitive prices for bulk quanti-  
ties.

**Bimbo Products**  
84 Bury Road, Harlow, Essex.  
Tel.: Harlow 29385.

**PRICE** ticket shelf edging white  
plastic  $\frac{3}{4}$  in. at 8d. ft., 1 in. at 9d.  
ft.,  $1\frac{1}{2}$  in. at 10d. ft. Price tickets  
14s. gross. Also full range of shop-  
fittings. Midland Shop Equipment  
Co., Ltd., 179 Bromsgrove Street,  
Birmingham 5. Tel.: 021-692 1943.

**SIG** — Fully automatic filling and  
packaging machine. Type ODR.  
Designed for knock down type  
carton and free flowing materials.  
Output up to 320 p.m. (dependent  
on size). Excellent condition.  
Originally purchased 1966.  
£12,500 o.n.o. Ring Slough  
23971 — D. K. Scourfield.

Stock storage problems  
solved with

### WHITEWOOD SHELVING

Direct from manufacturer.

No rust problem.  
2" x 1" planed and  
chamfered frames.  
Adjustable shelves  
in strong  $\frac{3}{4}$ " chip-  
board. Supplied  
flat — screwdriver  
only required.  
Single unit overall  
size 72" H x 33 $\frac{1}{2}$ " W  
x 12" D.

**ONLY 87/6**  
inc postage.  
Also available  
with 16" and 24"  
deep shelves and  
in a variety of  
lengths. Send for  
illustrated leaflet  
to: Dept CDI



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WELLINGTON STREET SOUTH,  
HALIFAX, YORKS.

**SHOPFITTINGS** — Manufacturers of  
chemists fittings offer Special Terms  
to chemists opening or re-fitting in  
Nov., Dec. and Jan. willing to act  
as show installations for new range  
of display shelving, showcases, coun-  
ters Usual H.P. facilities. Limited  
amount of six year rental available.  
Rocano Limited, St. Paul Street,  
Bristol, 2. Tel.: Bristol 40328.

## BUSINESS FOR SALE

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DACRE HOUSE,  
DACRE STREET,  
VICTORIA STREET,  
LONDON SW 1.

Tel.: 01-799 6433 (5 lines)

#### Branches at:

36 Cannon Street, Birmingham 2. 021-643 6547  
14 Chapel Street, Liverpool 3. 051-236 7523  
517 Christchurch Road, Boscombe, Bournemouth. 0202 35832  
78 Mansel Street, Swansea. 0792 52880

#### Northern Business Consultant:

M. J. Sewell, J.P., Ph.C.,  
17 Stumperlowe Avenue, Sheffield 10. 0742 302507

**FULHAM.** Death vacancy. Middle and working class business.  
Turnover only about £17,000 last year. Considerable scope. Heavy  
panel. Living accommodation sublet. Rent only £200 p.a. Good  
lease. Price £1,500 o.n.o., s.a.v. Apply London.

**BRIGHTON** (nr.). Retirement. Turnover last year £19,229. Fair  
profits. Nice living accommodation on 2 floors. Freehold or lease  
at £850 p.a. Present hands 17 years. Price £2,500 o.n.o. Stock at  
valuation. Apply London.

**DOVER.** Kent. Medium class business. Present turnover at the  
rate of £19,000 p.a. Excellent profits. Nice living accommodation.  
Freehold or lease at £400 per annum. Old established. Price  
£1,500 s.a.v. Sole Agents. Apply London.

**ASHFORD.** Kent. Death vacancy. Working class business. Turn-  
over last year, £19,863. Net profit about £3,800. Living accom-  
modation with 3 bedrooms. Freehold or lease at £550 p.a. Price  
£1,680 for lease, goodwill and fixtures. Stock at valuation. Apply  
London.

**HERTFORDSHIRE.** Middle class pharmacy. Turnover last year  
£22,090. Net profit £4,267. Lock up shop. Rent only £75 p.a.  
Present hands 15 years. Price £3,000 o.n.o. stock at valuation.  
Apply London.

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**TAILORING:** Mr. Alex Salisbury,  
well-known West End Tailor, visits  
busy chemists for hand made suit  
orders, or at Savile Row, London  
W 1. Phone: 607-1945. Speedy Ser-  
vice; reasonable cost.

**SPACE AND LABOUR** force available  
for Contract Packing — reply to  
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Road, Watford.

## MISCELLANEOUS

**MANLY MAN'S BELT.** Nationally  
advertised "obtainable from chem-  
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Co., 23 Freshwater Parade, Bishopric,  
Horsham, Sussex. Telephone: Hor-  
sham 5426.

**DUREX BY RETURN POST.** Gos-  
samer 79s, Fetherlite and Nu-Form  
117s gross. Cash with order. Surex  
Ltd., 8 Edward Street, Blackpool.

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Analgesics and  
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Psychotropic drugs

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and a rich assortment of ready  
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in the form of: injections,  
dragees, tablets, capsules,  
pills, ointments, syrups, sup-  
positories, drops, etc.

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**Ciech**

Import and Export of Chemicals Ltd.,  
PHARMACEUTICAL PRODUCTS DIVISION  
Warszawa 1, Jasna 12, Poland  
P.O. Box: 271  
Cables: CIECH Warszawa  
Telephone: 269001 Telex: 814561

Detailed information is available from our Agents:

**ANGLO-DAL LTD.**, Chesterfield House, Bloomsbury Way, London W.C.1. Telex: 23825 Cables: ANGLDAL London





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## TO SOAK

**The basic point is this: A capsule is not necessarily a pill. Scherer capsulation is a modern packaging technique.**

Perhaps it might help your product, give it a competitive sales edge. There's one way to find out. Write to Roy Collins below or—quicker still—give him a ring at Slough 21241. He'll be glad to tell you more about Scherer capsules. And let you into some of their big sales advantages, too. But don't waste any time. Go on, do it now. Slough 21241. Mr. Collins, please...



**R.P.**  
**Scherer Ltd**

216/222, BATH ROAD,  
SLOUGH, BUCKS.